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

August 3,2018
NTT DATA Corporation

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I am Keiichiro Yanagi, the Representative Director and Senior Executive Vice President.

Thank you for your participation today during your busy schedule.

I will explain the overview of the financial results for the first quarter of the fiscal year ending March 31, 2019.

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Cautionary Statement Regarding Forward-looking Statements

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NTT DaTa

(Description abbreviated)

1

Results for the First Quarter of Fiscal Year Ending March 31, 2019 (The whole company basis)

NTT DaTa

(Description abbreviated)

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

- Robust domestic businesses and expansion of businesses in EMEA and Latin America contributed to the year-on-year increases in both sales and profits, showing a stable progress against the full-year forecast.
- The PMI (Post Merger Integration) of the former Dell Services was completed in the first quarter.

(Billions of Yen, %)

IFRS				
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	YoY (Amount)	YoY (Rate)
New Orders Received	488.3	504.1	+15.9	+3.2%
Net Sales	470.3	505.2	+34.9	+7.4%
Operating Income	26.3	29.1	+2.8	+10.8%
Net Income Attributable to Shareholders of NTT DATA	16.9	20.8	+3.9	+23.1%

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NTT DaTa

Let me explain the overview of the financial results for the first quarter of the fiscal year ending March 31, 2019.

As we informed, NTT DATA started to adopt International Financial Reporting Standards (IFRS) in this fiscal year. So, all financial results I will explain in this presentation are based on IFRS.

To summarize the overall results, due mainly to the continuously robust domestic business and the expanded scale of EMEA & LATAM business, all of the items in this slide show year-on-year increase, which means that we could make a good start to achieve the full-year forecast.

New orders received shows a year-on-year increase due to receiving more orders for projects in Financial and EMEA & LATAM Segments, even though there was a decrease due mainly to less orders such as for large-scale projects compared to the previous fiscal year in the Public & Social Infrastructure Segment.

Net sales shows a stable progress against the full-year forecast due to the strong domestic business and the organic growth in EMEA & LATAM Segment.

Operating income also shows a year-on-year increase due mainly to sales growth.

The Post Merger Integration (PMI) of the former Dell Services was completed in the first quarter ahead of the original schedule of the second quarter. As we can concentrate more on core business, we will focus on improving business performance in North America.

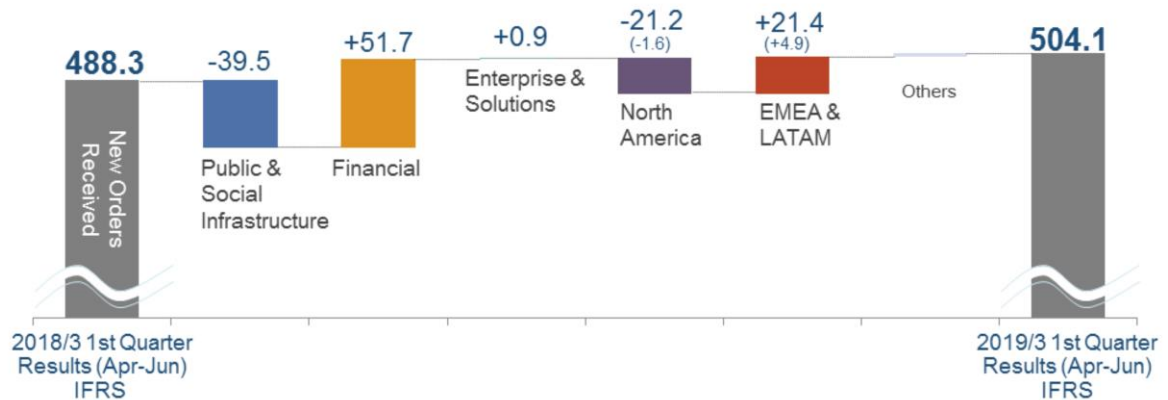From the next slide, I will explain the situation in detail.

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

NTT DATA

(Description abbreviated)

New Orders Received: YoY Changes by Business Segment (1Q FYE3/2018 and 1Q FYE3/2019)

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

Segment	Description
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	Orders remained on a par with the previous fiscal year due to ongoing brisk demand in the businesses for the manufacturing industry.
North America	Decreased in the healthcare and financial sectors, which is temporary, and due mainly to the negative impact from yen appreciation in foreign exchange.
EMEA & LATAM	Increased due mainly to winning more projects in Europe and the positive impact from yen depreciation in foreign exchange.

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NTT DATA

First of all, let me explain the new orders received.

New orders received of the Public & Social Infrastructure Segment was in line with our forecast in the beginning of the fiscal year, though it shows a significant decrease from the previous fiscal year, which is due mainly to less orders such as for large-scale projects compared to the previous fiscal year.

In the Financial Segment, the increase from the previous fiscal year seems significant because the segment won projects from banks. We took these projects into account when we provided the forecast, although the amount was slightly different from the expectation.

The Enterprise & Solutions Segment maintained a high level of new orders received like it did in the previous fiscal year due to ongoing brisk demand in the businesses for the manufacturing industry.
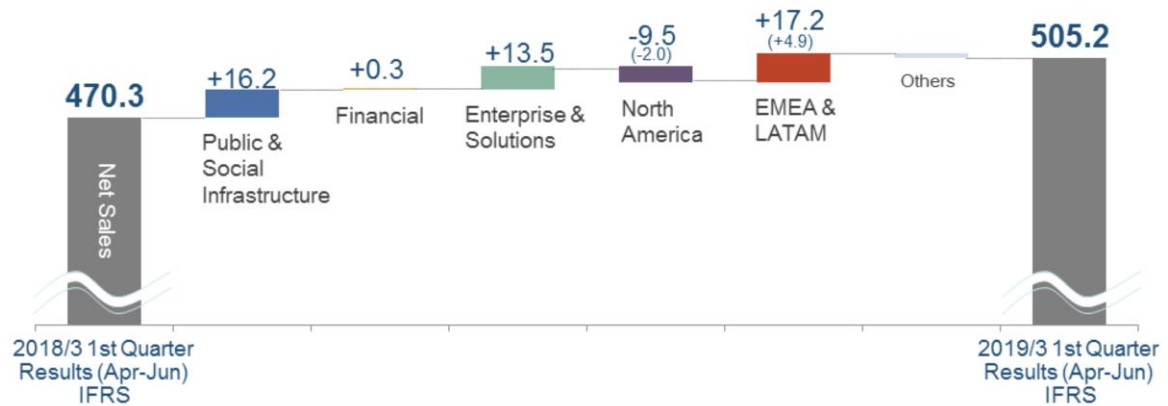
New orders received of the North America Segment decreased from the previous fiscal year mainly because multiple projects were postponed to the second quarter or later. The effects of enhancing sales/marketing capabilities and other activities for improving order intake have appeared in the forms of the increased amount of pipelines and the increase of projects for which the probability of winning a contract is high. As I told you before, now that we have completed PMI and are positioned to focus on business, we will rally by winning contracts for these projects without fail.

The EMEA & LATAM Segment won more contracts, especially in Europe as EMEA and everis remain robust.

Net Sales: YoY Changes by Business Segment
(1Q FYE3/2018 and 1Q FYE3/2019)

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

Segment	Description
Public & Social Infrastructure	Increased due mainly to an expansion of the scale of services provided to government ministries and the telecom industry.
Financial	Remained on a par with the previous fiscal year due mainly to less sales compared to the previous fiscal year such as for projects for banks despite an increase mainly in businesses for cooperative financial institutions.
Enterprise & Solutions	Increased due mainly to an expansion of the scale of businesses in manufacturing, retail and logistics industry.
North America	Decreased due mainly to smaller scale of businesses for the financial and healthcare sectors, and the negative impact from yen appreciation in foreign exchange.
EMEA & LATAM	Increased due mainly to an expansion in the scale of business operations in Europe, and the positive impact from yen depreciation in foreign exchange.

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Let's turn now to net sales.

The Public & Social Infrastructure Segment saw an increase in net sales due to an expansion of the scale of services provided to government ministries and the telecom industry.

The Financial Segment remained on a par with the previous fiscal year due mainly to less sales compared to the previous fiscal year such as for projects for banks despite an increase mainly in businesses for cooperative financial institutions.

For the Enterprise & Solutions Segment, the business in manufacturing industry was robust in terms of net sales as for new orders received, and the business in retail and logistics industry has grown steadily.
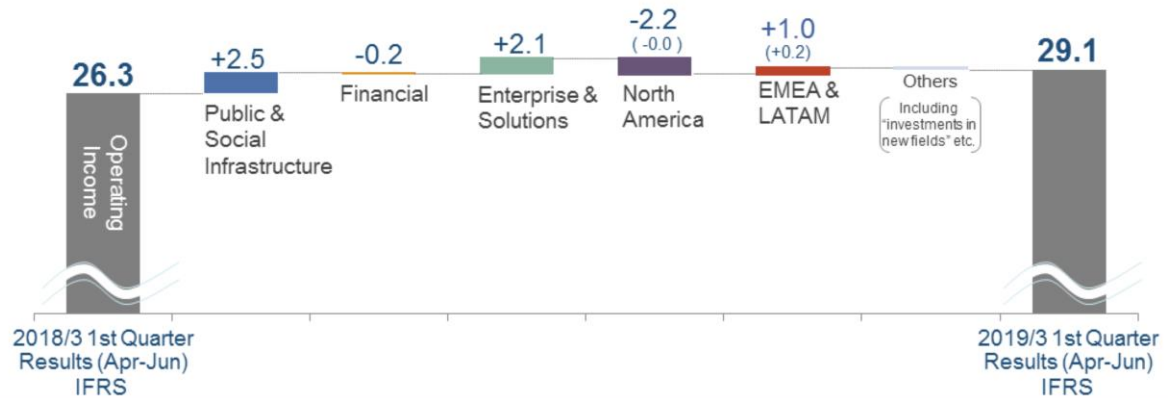
The North America Segment saw a decrease in net sales due mainly to the declined new orders received last fiscal year, which was pretty much as expected. With the improving pipelines I explained before, we will aim to increase net sales as well as new orders received.

The EMEA & LATAM Segment has grown organically due mainly to the increased net sales of everis and other companies in Europe.

Operating Income: YoY Changes by Business Segment (1Q FYE3/2018 and 1Q FYE3/2019)

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

Segment	Description
Public & Social Infrastructure	Increased due mainly to sales growth.
Financial	Remained on a par with the previous fiscal year due mainly to less sales compared to the previous fiscal year such as for projects for banks despite an increase mainly in businesses for cooperative financial institutions.
Enterprise & Solutions	Increased due mainly to sales growth.
North America	Decreased due mainly to a decline in sales.
EMEA & LATAM	Increased due mainly to sales growth.

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Last but not least, let me explain the operating income.

The Public & Social Infrastructure, Enterprise & Solutions, and EMEA & LATAM Segments recorded an increase in operating income due to the sales growth. Operating income of the Financial Segment remained on a par with the previous fiscal year like its net sales.

The North America Segment saw a decrease in operating income from the previous fiscal year due mainly to the reduced net sales and additional investments to enhance digital capabilities, which was forecasted. The segment will aim to improve operating income as well as net sales.

There was almost no unprofitable project in the first quarter, having minor impact on the difference from the previous fiscal year. Moreover, for the additional "investments in new fields" to strengthen our competitiveness, we have already spent approximately 10% of the originally planned annual investment amount of about 10 billion yen, which has had a minor impact in terms of the difference from the previous year.

I will skip the following slides because they are summaries of the results of each segment. At the end of the material, there are business topics, explanatory details of financial results and forecasts, and other data, which you can read later.

I have come to the end of my presentation. Thank you for listening.

Public & Social Infrastructure (1Q FYE3/2018 and 1Q FYE3/2019)

(Billions of Yen,%)

	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	YoY (Amount)	YoY (Rate)	
IFRS					
New Orders Received	140.8	101.4	-39.5	-28.0%	↘
Net Sales	90.5	106.7	+16.2	+17.9%	↗
Operating Income	5.5	8.0	+2.5	+45.2%	↗

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 provided to government ministries and the telecom industry.
Operating income	Increased due mainly to sales growth.

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NTT DaTa

(Description abbreviated)

Financial (1Q FYE3/2018 and 1Q FYE3/2019)

(Billions of Yen,%)

| | IFRS | | | |
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	YoY (Amount)	YoY (Rate)	
New Orders Received	94.6	146.3	+51.7	+54.6%	↗
Net Sales	130.6	130.9	+0.3	+0.2%	→
Operating Income	11.1	10.9	-0.2	-2.0%	↘

New orders received	Increased due mainly to winning more projects from banks.
Net sales	Remained on a par with the previous fiscal year due mainly to less sales compared to the previous fiscal year such as for projects for banks despite an increase mainly in businesses for cooperative financial institutions.
Operating income	Remained on a par with the previous fiscal year due mainly to less sales compared to the previous fiscal year such as for projects for banks despite an increase mainly in businesses for cooperative financial institutions.

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NTT DaTa

(Description abbreviated)

Enterprise & Solutions (1Q FYE3/2018 and 1Q FYE3/2019)

(Billions of Yen,%)

	IFRS		YoY (Amount)	YoY (Rate)	
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)			
New Orders Received	76.4	77.4	+0.9	+1.2%	↗
Net Sales	107.2	120.7	+13.5	+12.6%	↗
Operating Income	9.2	11.3	+2.1	+22.3%	↗

New orders received	Orders remained on a par with the previous fiscal year due to ongoing brisk demand in the businesses for the manufacturing industry.
Net sales	Increased due mainly to an expansion of the scale of businesses in manufacturing, retail and logistics industry.
Operating income	Increased due mainly to sales growth.

NTT DaTa

(Description abbreviated)

North America (1Q FYE3/2018 and 1Q FYE3/2019)

(Billions of Yen,%)

	IFRS		YoY (Amount)	YoY (Rate)	
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)			
New Orders Received	90.7	69.5	-21.2	-23.3%	↘
Net Sales	110.9	101.5	-9.5	-8.5%	↘
EBITA(*1)	3.0 (2.7%*2)	0.7 (0.7%*2)	-2.4	-77.8%	↘
Operating Income	0.3	-1.9	-2.2	–	↘

(*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 in the healthcare and financial sectors, which is temporary, and due mainly to the negative impact from yen appreciation in foreign exchange.
Net sales	Decreased due mainly to smaller scale of businesses for the financial and healthcare sectors, and the negative impact from yen appreciation in foreign exchange.
EBITA	Decreased due mainly to a decline in sales.
Operating Income	Decreased due mainly to a decline in sales.

(Description abbreviated)

EMEA & LATAM (1Q FYE3/2018 and 1Q FYE3/2019)

(Billions of Yen,%)

	IFRS		YoY (Amount)	YoY (Rate)	
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)			
New Orders Received	80.7	102.1	+21.4	+26.5%	↗
Net Sales	86.5	103.7	+17.2	+19.9%	↗
EBITA(*1)	1.5 (1.8%*2)	2.7 (2.6%*2)	+1.2	+75.4%	↗
Operating Income	-0.2	0.8	+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 and the positive impact from yen depreciation in foreign exchange.
Net sales	Increased due mainly to an expansion in the scale of business operations in Europe, and the positive impact from yen depreciation in foreign exchange.
EBITA	Increased due mainly to sales growth.
Operating Income	Increased due mainly to sales growth.

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NTT DaTa

(Description abbreviated)

3

Appendices -Business topics-

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(Description abbreviated)

Public & Social Infrastructure

1

"AW3D Global Digital 3D Map Service" won the best prize at JISA Awards 2018 and offering expanded in India

The "AW3D Global Digital 3D Map service [Note 1]," a service provided by NTT DATA that offers high-definition, high-resolution landscape data using satellite images, won the Winner Prize, the best prize at "JISA Awards 2018" [Note 2] sponsored by Japan Information Technology Service Industry Association (JISA) in June 2018. In addition, in May 2018, NTT DATA formed a business alliance with C.E. Info Systems Pvt. Ltd., the biggest map information provider in India, which offers digital maps for navigation systems under the brand name "MapmyIndia [Note 3]," and reached a basic agreement with the company on India's first development of a 3D digital map covering the whole of the country. Together, the two companies will aim to contribute to the expanded utilization and creation of a market of geospatial information by providing 3D map services in a wide range of areas including urban planning, communication services, traffic, disaster prevention, and aviation.

2

Publication of joint research results on local governments' utilization of "WinActor"

NTT DATA conducted joint research on RPA utilization in Tsukuba City, Ibaraki Prefecture, with its subsidiaries, QUNIE CORPORATION and Japan Information Processing Service Co., Ltd., and published the results in May 2018. Using an RPA solution "WinActor/WinDirector [Note 4]," we evaluated the volume, difficulty, RPA's technological characteristics, etc. mainly for operations of Tsukuba City that require an enormous amount of routine work, selected those for which the RPA introduction would be highly effective and verified the effects. As a result, we learned that the introduction effectively reduced working hours with the fact that city employees' burden was eased by 79.2% especially for routine work targeting operations related to individual and corporate residential taxes. In future, we will provide support to local governments for every aspect of the improvement of operational efficiency and work style reform including support for "WinActor" introduction as an IT partner by utilizing the expertise we gained through the joint research initiative.

(Note 1) "AW3D Global Digital 3D Map service"
A service provided by NTT DATA and the Remote Sensing Technology Center of Japan (RESTEC) to offer the world's first 3D maps to show land elevations all over the world that uses a digital elevation model (DEM) with five-meter resolution based on some three million satellite images taken by DAICHI, Advanced Land Observing Satellite (ALOS), of Japan Aerospace Exploration Agency (JAXA).
(Note 2) "JISA Awards 2018"
An award sponsored by Japan Information Technology Service Industry Association (JISA) to recognize world-class system creators with remarkable originality.
(Note 3) "MapmyIndia"
The brand name of a mapping service provided by C.E. Info Systems Pvt. Ltd., which is widely known in India. Under the brand name having 22 years of history, the company provides not only maps but also various services related to geospatial information including navigation system services and SaaS based on location information. The company has its headquarters in Delhi and offices in cities across India. Also, the Indian map company has a number of clients and partners across the world beyond India and boasts long years of experience and achievements.
(Note 4) "WinActor/WinDirector"
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. "WinDirector" is an upper-level robot control solution that can manage and control a robot created with "WinActor" and a scenario of the robot's actions on a server in an integrated manner and is able to process multiple action scenarios in a parallel fashion by using multiple robots.

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NTT DaTa

(Description abbreviated)

Financial

1

Start of provision of ATM deposit/withdrawal function used by reading QR code with a smartphone for The Hokuetsu Bank, Ltd.

In May 2018, NTT DATA started to provide The Hokuetsu Bank, Ltd. as the first user with a function that allows a user to deposit and withdraw cash at an ATM using only a smartphone without a bank card, as an additional function of "My Pallete," a smartphone application for financial institutions offered by NTT DATA. This enables users to deposit or withdraw cash from Seven Bank's ATM by taking a photo of a QR code displayed on the screen, and is expected not only to improve the convenience of application users but also to reduce the number of unauthorized uses of a bank card through skimming. By using "My Pallete" functions, financial institutions no longer have to develop a new application or modify their own ATM systems, which allows them to save a significant amount of introduction and maintenance costs compared to solo development and can ease the burden of bank card issuance procedures, etc. We will provide this function to financial institutions for their own ATMs. In addition, we will aim to provide this function for more clients with the intention to make cardless transactions possible for not only banks but also securities and insurance companies.

2

Recruitment of partner companies willing to participate in free trials for utilizing lifestyle disease risk prediction technology in the insurance industry

In May 2018, in order to enable the utilization of technology to predict the risk of lifestyle diseases [Note 5] as part of the AI-related technology (corevo) of NIPPON TELEGRAPH AND TELEPHONE CORPORATION (hereinafter referred to as NTT) in the insurance industry, NTT DATA and NTT started to recruit insurance companies that are willing to participate in a free trial to verify whether such technology is effective for insurance companies' product development and screening for insurance enrollment as well as health improvement after the enrollment. We will adjust the verification plan with applicant insurance companies, receive data for the verification from the companies, apply the prediction technology and verify the effectiveness of the technology and problems toward its introduction with the applicants based on the prediction results. Furthermore, by combining technologies of NTT DATA and NTT, we will aim to start to provide services for insurance companies by the end of FY2018.

(Note 5) Technology to predict the risk of lifestyle diseases
Technology to predict the risk of lifestyle diseases (diabetes, hypertension, and hyperlipidemia) based on health check data, medical interview results, etc.

NTT DaTa

(Description abbreviated)

Enterprise & Solutions

1. Promotion of provision of settlement-related services for smartphones

In April 2018, NTT DATA and Tokyu Corporation started to provide a credit settlement solution for smartphones ".pay," the world's first cardless settlement method available at physical stores, for commercial facilities, restaurants, convenience stores, supermarkets, point providers, and other companies across Japan. This service enables companies and stores to equip their promotional applications with an in-house cardless credit function and allows users to pay via smartphone without pulling out a credit card. Also, in April 2018, NTT DATA added a credit settlement function to a barcode settlement service for smartphones "Mobile Register" [Note 6] and started to provide "Mobile Register Public Fund Credit Collection Service" for local public organizations. This is Japan's only service for local public organizations that allows a user to make payments on a smartphone by selecting a payment method from three options: payment from a bank account, account transfer payment, and credit card payment. We will provide highly convenient and advanced settlement-related services like these based on our achievements, diversity, and safety and security as well as various know-how we have fostered through the service provision of "CAFIS," Japan's largest settlement platform.

2. Completion of "Mitaka Data Center EAST," one of the largest data centers in Japan and launch of a one-stop service utilizing AI-related technologies

NTT DATA completed the construction of "Mitaka Data Center EAST," one of the largest data centers with the most advanced equipment in Japan and started to provide the service in April 2018.

Also in April 2018, we started to offer "AI.Studio," which provides companies with support for examination and introduction, solutions, and services for infrastructure operation management for utilizing AI technologies in a one-stop manner. Utilization of "Mitaka Data Center EAST" will allow us to optimize server operation costs thanks to high-density and highly-integrated servers, enjoy convenience brought by connection to various networks and use highly reliable hybrid clouds and multi-clouds on a timely basis, which will lead to the development of infrastructure suitable for utilizing AI technologies. For example, we will be able to operate "DataRobot" [Note 7], a machine learning automation platform developed by DataRobot, Inc., as an AI engine on "Enterprise Cloud," a cloud service for companies offered by NTT Communications Corporation or combine it with "AICYCLE" [Note 8], NTT DATA's analytics automation solution. We will contribute to the digital transformation of clients of various business types and in various industries.

(Note 6) "Mobile Register"
A payment service in which the bar code printed on an invoice for payment at a convenience store is read by the smartphone application, and payment is made from a bank account via Internet banking.
(Note 7) "DataRobot"
A machine learning platform that involves knowledge, experience and best practice of the world's best data scientists.
(Note 8) "AICYCLE"
Technology to maintain the prediction accuracy (i.e., quality of prediction model) by automatically evaluating and updating the "prediction model," a decision logic for AI prediction, based on various business-related data, AI prediction results and achievements (e.g., difference between predictions and actual values).

NTT DaTa

(Description abbreviated)

North America

1

Successful completion of former Dell Services Post Merger Integration (PMI)

NTT DATA Services, a subsidiary of NTT DATA Corporation, successfully completed the integration of the former Dell Services, acquired in November 2016.

PMI is usually regarded as the biggest challenge in M&A, but this project had become one of extreme difficulty, because the acquisition was not only the largest in the company's history, but it also took the form of "carve-out" from Dell Inc. (hereafter called "Dell") rather than an acquisition of a standalone company, requiring complicated procedures. Especially in migrating various systems of the former Dell Services, we developed and implemented a detailed integration plan after concluding Transition Service Agreement to continue using Dell's IT systems, so that Dell Services systems were carefully carved out of Dell's without disrupting access for employees or high-quality service for our clients.

We have now completed transitions in 40+ countries and were able to complete the integration which was planned for 22 months in just 20 months in June 2018. We migrated payroll procedures for more than 30,000 employees, about 30,000 PCs and devices, 1,600 data circuits, 700 systems and 9 data centers. We've integrated 44 facilities and moved more than 6,000 employees.

After the completion of PMI, NTT DATA Services has become one, both in name and substance, and intends to contribute to creating new values for our clients by continuously enhancing its services and solutions delivery capability.

2

Awarded renewal contract for outsourcing services with Cedars-Sinai Health System

NTT DATA Services, a subsidiary of NTT DATA Corporation, renewed a contract for outsourcing services with Cedars-Sinai Medical Center, a nonprofit academic medical center in California, USA. The services include customer-facing functions such as service desk, end-user device services and user access administration. We will also be responsible for data center operations. The contract was awarded based on our track record and high reliability recognized for flexibly adapting to the client's organizational initiatives including hospital acquisitions and ambulatory clinic expansion throughout our long years of service. We intend to contribute to the growth of the client by further developing a long-term relationship going forward.

(Description abbreviated)

EMEA & LATAM

1. Strengthening of capabilities for further supporting clients' digital transformation

Through a subsidiary, NTT DATA EMEA Ltd. (hereinafter referred to as NTT DATA EMEA), NTT DATA entered into an agreement to acquire 100% of the outstanding shares of MagenTys Holdings Limited in the U.K. (hereinafter referred to as MagenTys) and gen-ius dms GmbH in Germany (hereinafter referred to as gen-ius) in June 2018.

· MagenTys has delivered DevOps [Note 10] consultancy services in areas such as application development, Cloud Orchestration [Note 9], , and test automation in the U.K and has intellectual property assets including open source frameworks and high engineering skills. As digitalization accelerates in every industry, NTT DATA EMEA will support clients' digital transformation further with the synergy of the existing services and MagenTys's DevOps capabilities it obtained through the acquisition.

· gen-ius provides its own dealer management system (DMS) solutions for car dealers in Germany by utilizing its expertise in sales and after-sales in the auto area. In the auto industry where digitalization is accelerating, through the acquisition, NTT DATA EMEA will acquire the DMS solution, which can be the core of the value chain, enhance services provided for the wholesale and retail areas, and deliver a wider range of services and solutions to clients in the auto industry.

2. Further expansion of SAP business by strengthening SAP Hybris [Note 11] delivery capability

NTT DATA's subsidiary, itelligence AG in Germany, closed a final agreement to acquire 60% of outstanding shares of Sybit GmbH in Germany (hereinafter referred to as Sybit) in June 2018. Sybit has achievements and advantages in the fields of customer relationship management (CRM) and e-commerce utilizing SAP Hybris and provides consultancy services, system development and support for introduction for clients mainly in the plant, construction, technology, auto, and medical instrument industries in Germany.

With the acquisition, we will aim to expand the SAP business further in Europe and enhance the capability to support global companies through cross-selling by utilizing NTT DATA Group's client base and solutions, expanding Sybit's solutions inside and outside Germany, etc.

(Note 9) Cloud Orchestration
A group of software technologies to automate complicated deployment, setting, management, etc. of computer systems, middleware, and services that make up a cloud.

(Note 10) DevOps
A word that comes from the combination of development and operation. A system and concept of grouping methodologies and tools for cooperation between development and operation units such as releasing improved versions at short intervals to maximize IT system values.

(Note 11) SAP Hybris
A digital commerce solution for enterprises with an abundance of functions suitable for omnichannels (the realization of an environment where people can purchase goods in a similar manner from any sales channel by integrating sales channels and distribution channels including physical (real) stores and online (digital) stores) and flexibility and scalability for add-on customization.

NTT DATA

(Description abbreviated)

Technology and Innovation General Headquarters

1

Transfer of the existing IT assets to Amazon Web Services (AWS) and promotion of making application cloud-native

NTT DATA's "Cloud Promotion Office" established in April 2018, in cooperation with Amazon Web Services Japan K.K., aims to make NTT DATA's standard framework of application development and development environment compatible with AWS's, develop a cloud consulting method including utilization of AWS and foster cloud-specialized human resources who have expertise in AWS. Through this initiative, we will strengthen capabilities to transfer clients' existing IT assets to the cloud and making applications cloud-native in a company-wide manner. We will expand the initiative into important systems of all segments including the Financial Segment and aim to reach net sales of 30 billion yen for the AWS-related cloud business by 2020 based on our abundant achievements in AWS introduction in the communication, manufacturing, and distribution services areas.

2

Opening of a design studio in Roppongi for the realization of clients' digital business

NTT DATA opened a design studio, Fluid Experience Design Studio "AQUAIR" (hereinafter referred to as the Studio), to realize clients' digital business from planning to demonstration experiments and marketing in a seamless manner in June 2018. The studio offers opportunities to experience cutting-edge technologies and updated work styles and is equipped with a temporary store for demonstration experiments. Furthermore, it is possible to share human resources and know-how with the NTT DATA Group's design studios (10 locations) in overseas countries and utilize globally advanced cases at the studio. We will work to realize the digital business of clients who consider new services that unify digital and real spaces in various industries including retail, real estate, financial, distribution, manufacturing industries and local public organizations.

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NTT DATA

(Description abbreviated)

3

Appendices -Explanatory details of financial results and forecasts-

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NTT DaTa

(Description abbreviated)

Overview of Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	IFRS			IFRS	
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	YoY (%)	FY Ended 2018/3 Results (Full-Year)	FY Ending 2019/3 Forecasts (Full-Year)
New Orders Received	488.3	504.1	+3.2	1,950.0	1,960.0
Order Backlog	2,469.4	2,434.3	-1.4	2,369.2	2,383.0
Net Sales	470.3	505.2	+7.4	2,039.7	2,100.0
Cost of Sales	355.3	378.4	+6.5	1,535.5	1,570.0
Gross Profit	115.1	126.8	+10.2	504.2	530.0
SG&A Expenses	88.8	97.7	+10.1	381.0	388.0
Selling Expenses	33.0	35.9	+8.7	145.4	155.0
R&D Expenses	3.1	3.1	-0.9	14.6	18.0
Other Administrative Expenses	52.6	58.7	+11.6	221.1	215.0
Operating Income	26.3	29.1	+10.8	123.1	142.0
Operating Income Margin(%)	5.6	5.8	+0.2P	6.0	6.8
Financial Income and Costs/Share of Profit/Loss of Entities for Using Method	0.6	1.1	+67.4	-0.4	-1.0
Income Before Income Taxes	26.9	30.2	+12.1	122.7	141.0
Income Taxes and Others[*1]	10.0	9.4	-6.4	40.3	51.0
Net Income Attributable to Shareholders of NTT DATA	16.9	20.8	+23.1	82.4	90.0
Capital Expenditures	44.6	38.2	-14.3	194.8	176.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	39.4	38.4	-2.5	161.1	167.0
(Reference) PMI and Other Expenses (North America)[*2]	4.4	2.9	-34.8	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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NTT DaTa

(Description abbreviated)

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 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	FY Ended 2018/3 Results (Full-Year)[*2]	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure					
(Main item)	Central Government and Related Agencies, Local Government, and Healthcare	79.0	56.3	250.2	177.0
	Telecom and Utility	35.0	22.9	111.3	85.0
Financial					
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	62.4	118.0	299.5	318.0
	Cooperative financial institutions and Financial Network Services	28.9	16.9	92.9	74.0
Enterprise & Solutions [*1]					
(Main item)	Retail, Logistics, Payment and Other Service	23.2	18.9	76.3	76.0
	Manufacturing	39.4	43.0	153.7	155.0
	Network Services, Data Center Services, Cloud Services and Digital Services	12.1	13.7	58.6	58.0
North America		90.7	69.5	386.6	440.0
EMEA & LATAM		80.7	102.1	385.9	447.0

Detail of Consolidated Order Backlog

	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	FY Ended 2018/3 Results (Full-Year)[*2]	FY Ending 2019/3 Forecasts (Full-Year)
Order Backlog	2,469.4	2,434.3	2,369.2	2,383.0
Public & Social Infrastructure	394.2	431.4	416.8	379.0
Financial	823.6	853.3	808.3	773.0
Enterprise & Solutions	102.0	141.6	123.9	136.0
North America	893.9	730.9	740.5	781.0
EMEA & LATAM	249.2	266.1	271.0	305.0

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

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NTT DaTa

(Description abbreviated)

Consolidated Net Sales

Customer Sector and Service (to Clients Outside the NTT DATA Group)

(Billions of Yen)

	IFRS			
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	FY Ended 2018/3 Results (Full-Year) [*1]	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure	74.4	88.8	361.7	382.0
Financial	116.7	116.4	496.4	487.0
Enterprise & Solutions	76.3	86.8	339.9	353.0
North America	109.8	100.3	422.2	419.0
EMEA & LATAM	85.8	103.0	383.9	420.0

(*1) Results of the segment performance 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.

Overseas

(Billions of Yen)

	IFRS			
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	FY Ended 2018/3 Results (Full-Year) [*2]	FY Ending 2019/3 Forecasts (Full-Year)
Net Sales [*1]	206.0	216.0	854.7	-

(*1) A total of North America, EMEA and Latin America, and China and APAC segments.
(*2) Results of the segment performance 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.

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NTT DaTa

(Description abbreviated)

Consolidated Net Sales

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

(Billions of Yen)

	IFRS			
	2018/3 1st Quarter Results (Apr-Jun)	2019/3 1st Quarter Results (Apr-Jun)	FY Ended 2018/3 Results (Full-Year) [*2]	FY Ending 2019/3 Forecasts (Full-Year)
Public & Social Infrastructure				
(Main item) Central Government and Related Agencies, Local Government, and Healthcare	40.5	49.9	206.3	215.0
Telecom and Utility	17.5	21.9	79.0	87.0
Financial				
(Main item) Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	84.8	83.5	354.9	349.0
Cooperative financial institutions and Financial Network Services	29.3	30.2	126.9	121.0
Enterprise & Solutions [*1]				
(Main item) Retail, Logistics, Payment and Other Service	26.7	28.6	110.9	117.0
Manufacturing	28.7	36.4	137.1	149.0
Network Services, Data Center Services, Cloud Services and Digital Services	19.1	19.8	83.1	83.0
North America	109.8	100.3	422.2	419.0
EMEA & LATAM	85.8	103.0	383.9	420.0

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

Integrated IT Solution	152.1	140.5	646.0	659.0
System & Software Development	108.3	130.3	502.5	515.0
Consulting & Support	195.3	214.0	823.8	858.0
Others	14.6	20.5	67.0	68.0
Net Sales by Products and Services Total	470.3	505.2	2,039.7	2,100.0

(*1) Net Sales of Enterprise & Solutions does not include sales taken via other segments.
(*2) Results of the segment performance 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.
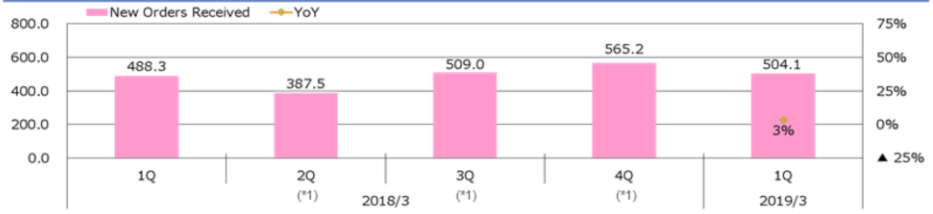
NTT DATA

(Description abbreviated)
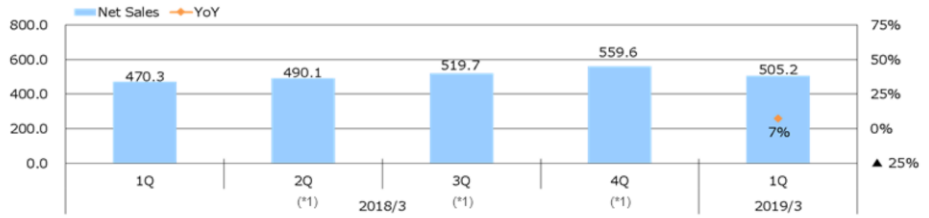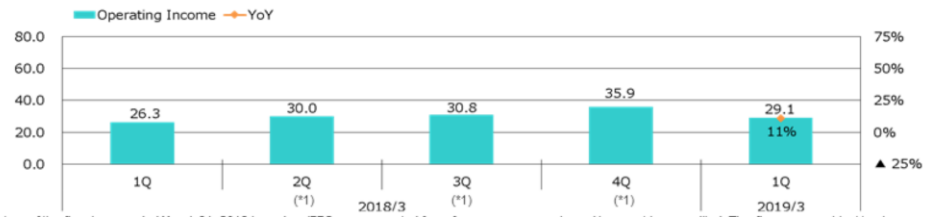
Trends in Quarter (Consolidated)

(Billions of Yen,%)

IFRS

■ New Orders Received

New Orders Received — YoY

	1Q	2Q (*1)	3Q (*1)	4Q (*1)	1Q
	488.3	387.5	509.0	565.2	504.1 (3%)
		2018/3			2019/3

■ Net Sales

Net Sales — YoY

	1Q	2Q (*1)	3Q (*1)	4Q (*1)	1Q
	470.3	490.1	519.7	559.6	505.2 (7%)
		2018/3			2019/3

■ Operating Income

Operating Income — YoY

	1Q	2Q (*1)	3Q (*1)	4Q (*1)	1Q
	26.3	30.0	30.8	35.9	29.1 (11%)
		2018/3			2019/3

(*1) Results of the 2nd, 3rd and 4th quarters of the fiscal year ended March 31, 2018 based on IFRS are presented for reference purpose only, and have not been audited. The figures are subject to change depending on the results of the accounting audit.

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NTT DaTa

(Description abbreviated)

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

(Yen,%)

	2018/3 1st Quarter Results (Apr-Jun) ①	2019/3 1st Quarter Results (Apr-Jun) 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	111.08	109.09	-1.8%	110.82	109.00	-1.6%
EUR	122.26	130.02	+6.3%	129.70	134.00	+3.3%
RMB	16.47	17.02	+3.3%	16.60	17.10	+3.0%

NTT DaTa

(Description abbreviated)

(Description abbreviated)

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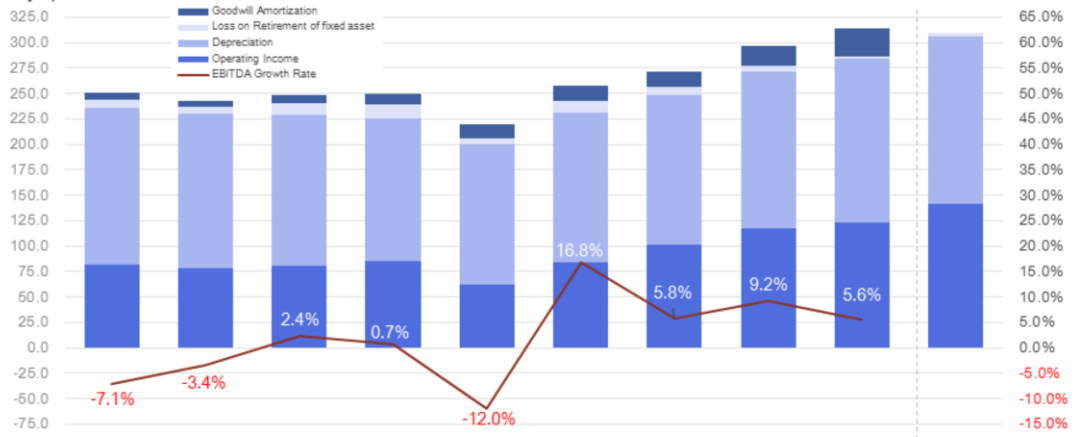(*2) Including impairment loss, etc.
(*3) "Net Income Attributable to Shareholders of NTT DATA" based on IFRS.

NTT DaTa

(Description abbreviated)

EBITDA Trend

	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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NTT DATA

(Description abbreviated)

Invested Capital Trend

(Billions of yen)
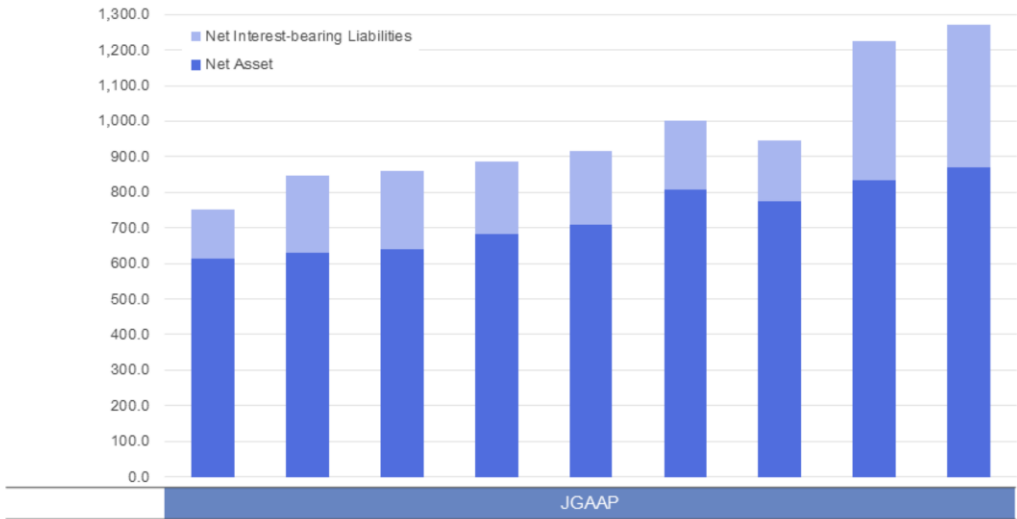
	JGAAP								
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3
Net Asset	615.1	630.3	639.7	684.2	709.8	806.2	773.6	833.7	868.8
Interest-bearing Liabilities	289.1	414.4	380.2	378.3	412.9	446.9	407.0	650.8	592.0
Cash and Cash Equivalents	152.1	198.6	161.1	176.9	207.2	250.8	233.5	260.0	190.0
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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NTT DaTa

(Description abbreviated)

Cash Flow Dividend Payout
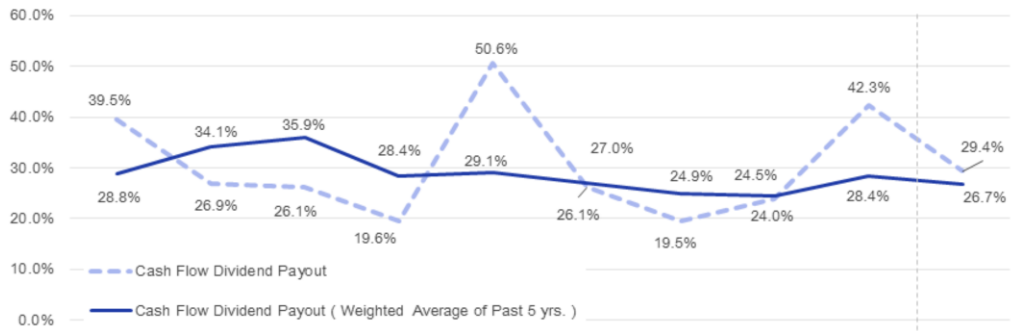
(Billions of yen)	JGAAP									IFRS
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3 Forecasts
Net Income Attributable to Owners of Parent w/o Goodwill Amortization(*2)	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.1	90.0
Depreciation	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	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.
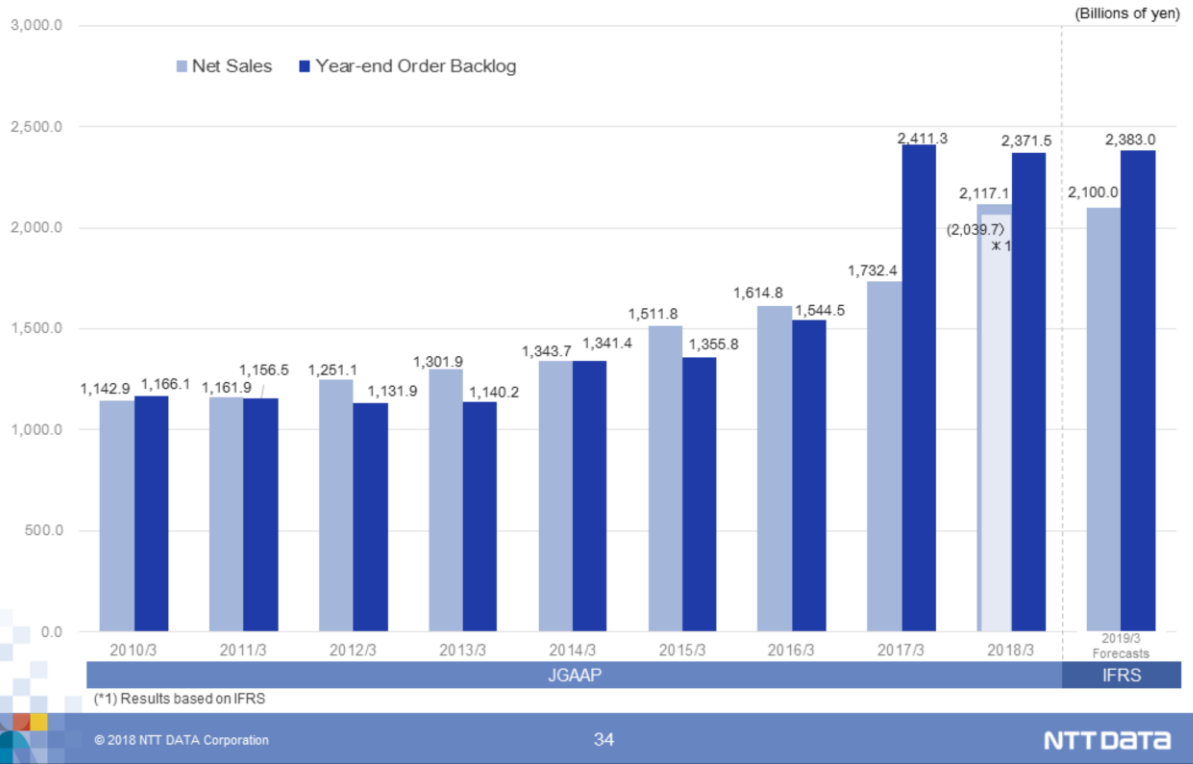
NTT DaTa

(Description abbreviated)

ROE Trend
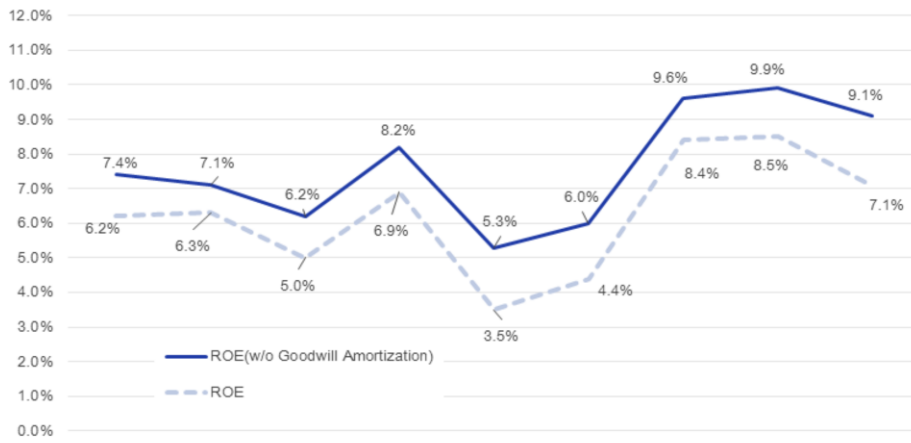
(Billions of yen)	JGAAP								
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3
Net Income Attributable to Owners of Parent w/o Goodwill Amortization	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	85.1
Equity EOY	584.5	601.6	605.7	651.3	676.8	773.4	740.9	802.1	833.8
Accumulated Amortization 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

(Description abbreviated)

Trend of Order Backlog and Net Sales

(Description abbreviated)

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(Description abbreviated)