NTT DATA
Global IT Innovator

Company Presentation for the First Quarter of Fiscal Year ending March 31, 2018

August 3, 2017
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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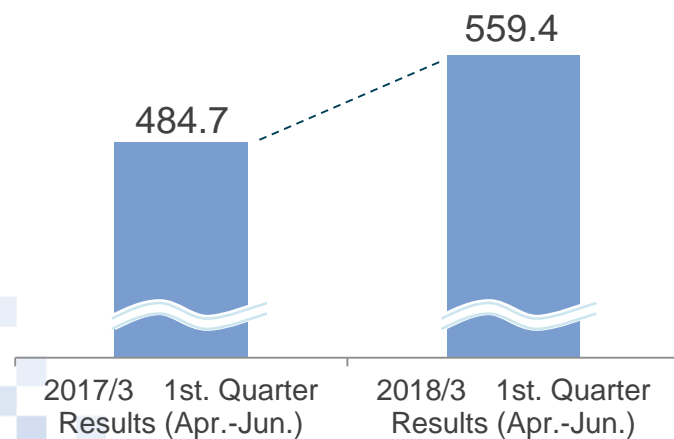
NTT DaTa

1

Results for the First Quarter of Fiscal Year Ending March 31, 2018

NTT DATA

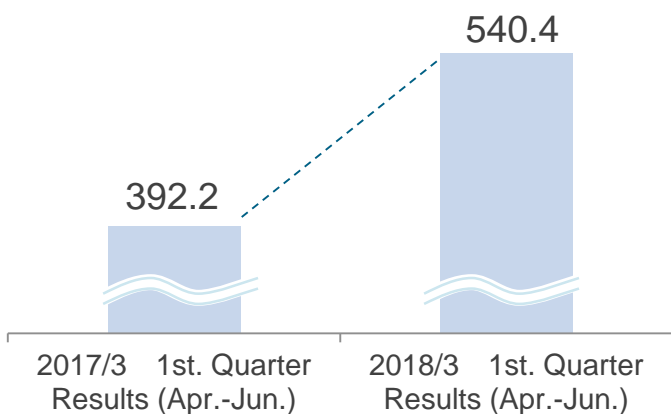# Results for the First Quarter of Fiscal Year Ending March 31, 2018

((Billions of Yen,%)

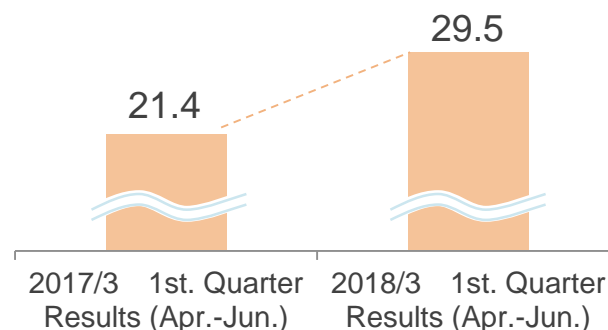|	2017/3 1st.Quarter Results(Apr.-Jun.)	2018/3 1st.Quarter Results(Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	484.7	559.4	+74.6	+15.4%	
Net Sales	392.2	540.4	+148.2	+37.8%	
Operating Income w/o goodwill amortization	21.4	29.5	+8.0	+37.4%	
Operating Income	17.3	22.1	+4.7	+27.6%	
Net income attributable to owners of parent w/o goodwill amortization	14.1	15.4	+1.2	+9.1%	
Net income attributable to owners of parent	10.0	8.1	-1.9	-19.4%	

【 New Orders Received 】

484.7   559.4

| 2017/3 1st. Quarter Results (Apr.-Jun.) | 2018/3 1st. Quarter Results (Apr.-Jun.) |

【 Net Sales 】

392.2   540.4

| 2017/3 1st. Quarter Results (Apr.-Jun.) | 2018/3 1st. Quarter Results (Apr.-Jun.) |

【 Operating Income 】
(w/o goodwill amortization)

21.4   29.5

| 2017/3 1st. Quarter Results (Apr.-Jun.) | 2018/3 1st. Quarter Results (Apr.-Jun.) |

New Orders Received: YoY Changes by Business Segment (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of yen)

484.7 | +25.1 | -64.8 | +5.9 | +108.7 | **559.4**

Public & Social Infrastructure

Financial

Enterprise & Solutions

Global

Others

2017/3 1st. Quarter Results (Apr.-Jun.)

2018/3 1st. Quarter Results (Apr.-Jun.)
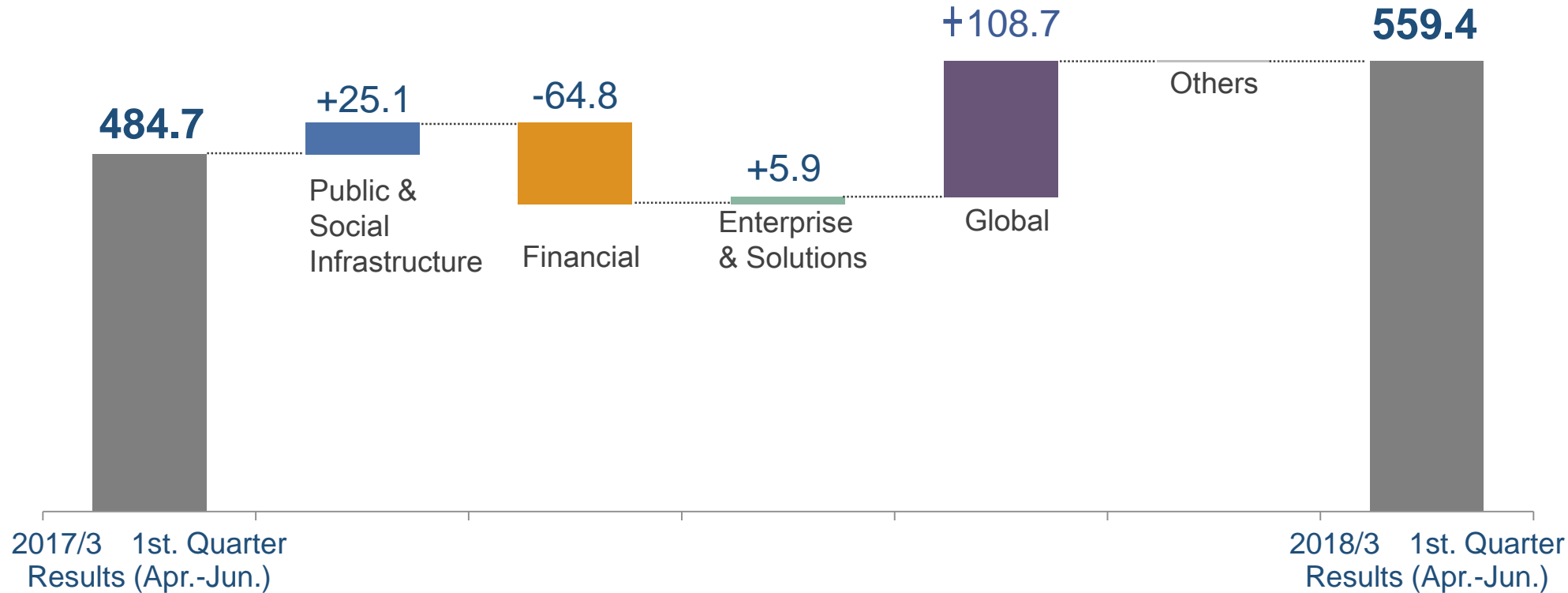
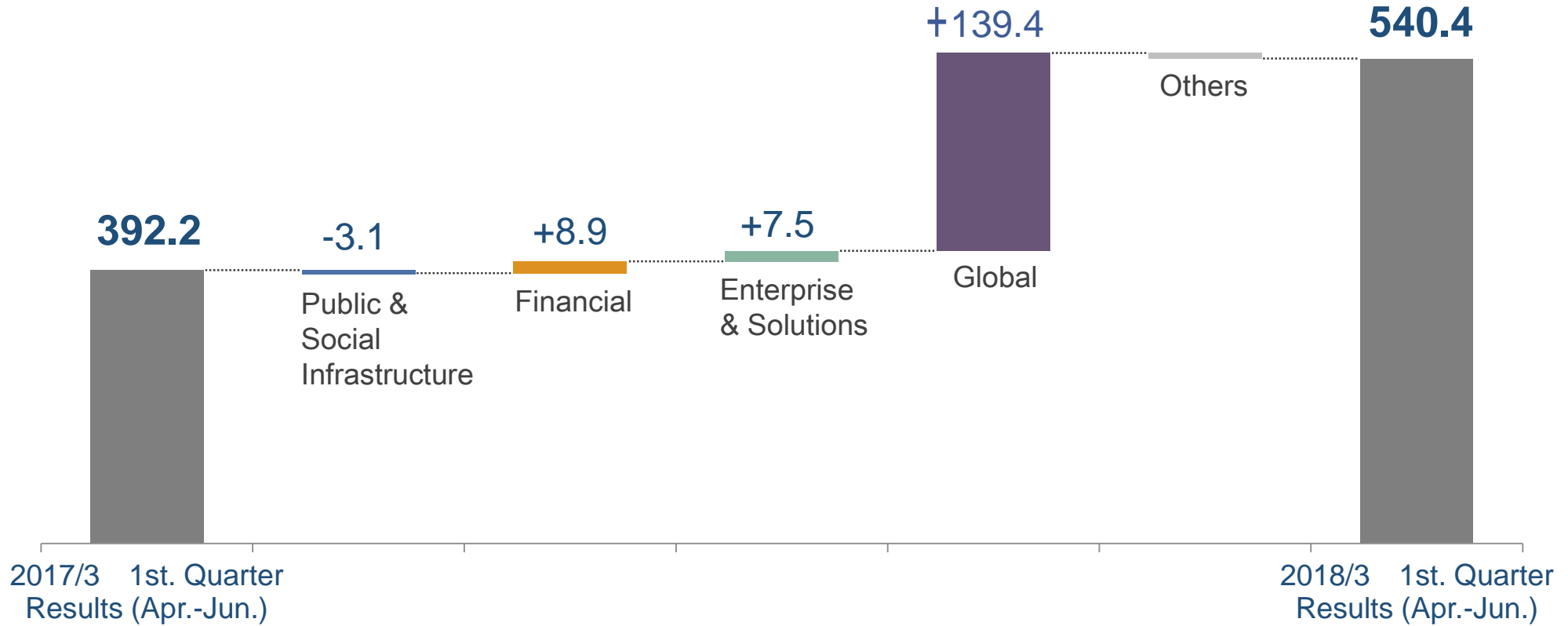| Public & Social Infrastructure	Increased principally as a result of winning large-scale projects for government ministries.
Financial	Decreased due mainly to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
Enterprise & Solutions	Increased principally reflecting the expansion of businesses for the manufacturing industry.
Global	Increased mainly reflecting the expansion of businesses in North America as a result of the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.

Net Sales: YoY Changes by Business Segment (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of yen)

392.2

+139.4

540.4

-3.1
Public & Social Infrastructure

+8.9
Financial

+7.5
Enterprise & Solutions

Global

Others

2017/3   1st. Quarter
Results (Apr.-Jun.)

2018/3   1st. Quarter
Results (Apr.-Jun.)

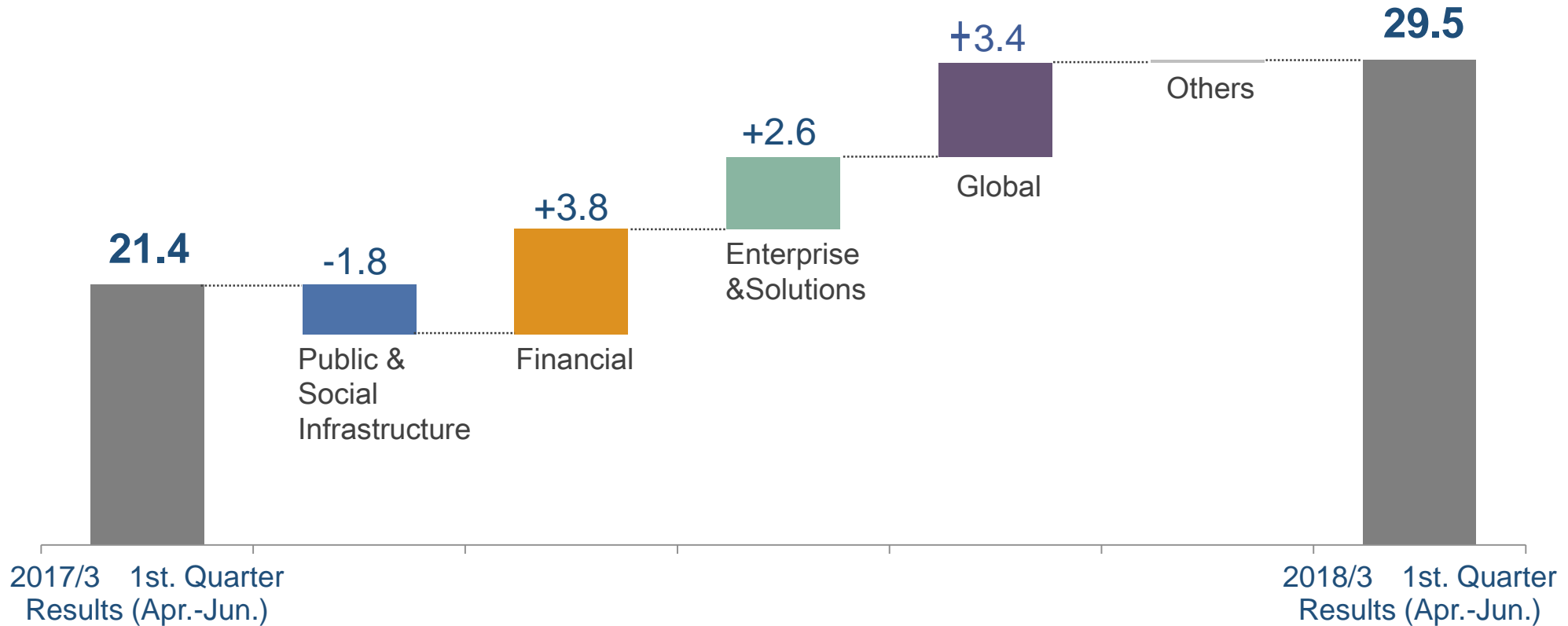|	
Public & Social Infrastructure	Decreased due mainly to a reactionary decline of the services for government ministries in the previous fiscal year.
Financial	Increased mainly reflecting the expansion of businesses for banks.
Enterprise & Solutions	Increased due mainly to the growth in the businesses for the manufacturing industry in addition to the expansion of digital-related businesses including M&A in the previous fiscal year.
Global	Increased mainly reflecting the expansion of businesses in North America as a result of the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.

Operating Income w/o Goodwill Amortization: YoY Changes by Business Segment (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of yen)

21.4

29.5

-1.8 Public & Social Infrastructure

+3.8 Financial

+2.6 Enterprise &Solutions

+3.4 Global

Others

2017/3   1st. Quarter Results (Apr.-Jun.)

2018/3   1st. Quarter Results (Apr.-Jun.)

Public & Social Infrastructure	Decreased due mainly to a decline of sales.
Financial	Increased reflecting growth in sales and the improvement in cost of sales ratio mainly attributable to a decrease in depreciation of some systems.
Enterprise & Solutions	Increased due mainly to growth in sales.
Global	Increased due to contribution by the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.

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Public & Social Infrastructure (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	115.7	140.8	+25.1	+21.7%	
Net Sales	89.1	85.9	-3.1	-3.5%	
Operating Income	7.0	5.1	-1.8	-26.0%	
Segment Profit(*)	7.2	5.4	-1.7	-24.8%	

(*)Segment Profit is income before income taxes

New orders received	Increased principally as a result of winning large-scale projects for government ministries.
Net sales	Decreased due mainly to a reactionary decline of the services government ministries in the previous fiscal year.
Operating income	Decreased due mainly to a decline of sales.

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Financial (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	159.4	94.6	-64.8	-40.7%	↘
Net Sales	118.6	127.5	+8.9	+7.5%	↗
Operating Income	6.6	10.5	+3.8	+58.3%	↗
Segment Profit(*)	6.9	10.4	+3.4	+49.6%	↗

(*)Segment Profit is income before income taxes

New orders received	Decreased due mainly to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
Net sales	Increased mainly reflecting the expansion of businesses for banks.
Operating income	Increased reflecting growth in sales and the improvement in cost of sales ratio mainly attributable to a decrease in depreciation of some systems.

Enterprise & Solutions (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of Yen,%)

	2017/3　1st. Quarter Results (Apr.-Jun.)	2018/3　1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	70.5	76.4	+5.9	+8.4%	
Net Sales	97.7	105.2	+7.5	+7.7%	
Operating Income	6.0	8.6	+2.5	+43.0%	
Segment Profit(*)	6.9	9.4	+2.5	+36.4%	

(*)Segment Profit is income before income taxes

New orders received	Increased principally reflecting the expansion of businesses for the manufacturing industry.
Net sales	Increased due mainly to the growth in the businesses for the manufacturing industry in addition to the expansion of digital-related businesses including M&A in the previous fiscal year.
Operating income	Increased due mainly to growth in sales.

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Global (from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	136.6	245.4	+108.7	+79.6 %	
Net Sales	145.2	284.7	+139.4	+96.0%	
EBITA(*1)	4.4 (3.0%*3)	11.7 (4.1%*3)	＋7.3	+166.1%	
Operating Income w/o goodwill amortization	1.2	4.6	＋3.4	+276.6%	
Operating Income	-2.8	-2.6	＋0.1	+6.5%	
Segment Profit(*2)	-3.7	-8.1	-4.3	-117.8%	

(*1) EBITA = Operating income + Amortization of goodwill and intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.
(*2) Segment profit indicates Earnings b/f income taxes
(*3) EBITA margin (EBITA to net sales ratio)

New orders received	Increased mainly reflecting the expansion of businesses in North America as a result of the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.
Net sales	Increased mainly reflecting the expansion of businesses in North America as a result of the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.
EBITA	Increased due to contribution by the acquisition of Dell Services, and temporary increase of the months to be consolidated associated with the unification of accounting periods of the Group companies.
Segment Profit	Decreased due to acquisition expenses and loss on restructuring subsidiaries and affiliates of Dell Services.

Additional for Global (Business performance in North America）(from 1Q FYE3/2017 to 1Q FYE3/2018)

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)	
New Orders Received	32.2	117.1	+84.9	+263.2%	
Net Sales	46.1	156.4	+110.3	+239.1%	
EBITA(*1)	(4.4%*2) 2.0	(5.2%*2) 8.1	+6.0	+296.7%	

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

2

Business topics

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Public & Social Infrastructure

1

Commenced the global deployment of the English version of "WinActor," Japanese style RPA solution

Regarding the "WinActor" [Note 1] Robotic Process Automation (RPA) solution that we commenced to sell within Japan from November 2014, and that automates the operation of every Windows device application, we established a company-wide RPA promotion team to further enhance the ability to promote RPA, and implemented the introduction of "WinActor" to over 100 client companies up to now. From May 2017, utilizing the track record of introduction and know-how of "WinActor" within Japan, we commenced to provide the English version of "WinActor." We will continue our contribution to the automation/streamlining of deskwork at our overseas clients in addition to our Japanese clients.

2

Agreement on strategic alliance toward overseas business development of electric power system monitoring control system and its peripheral technology

Six companies, TEPCO Power Grid, Incorporated, TOSHIBA CORPORATION, McAfee Co., Ltd., TAKAOKA TOKO CO., LTD., Nippon Koei Co., Ltd. and NTT DATA Corporation, agreed to a strategic alliance in April 2017, regarding the overseas business development of the electric power system monitoring control system and its peripheral technology [Note 2]. We will commence market research in Southeast Asia, Africa, and so on, toward selecting where to provide the service, and we will deploy a "Comprehensive Operation and Maintenance (O&M) business" [Note 3] for the future. As an IT company to support the business innovation of our clients, we will support the overseas business development of TEPCO Power Grid, Incorporated through a global perspective and utilization of IT such as advanced network and cloud that matches the needs of the clients in each region and country.

3

Commissioning of drone flight management software package "airpalette UTM" application case

As a case for applying the drone [Note 4] flight management software package "airpalette UTM" [Note 5] (scheduled to commence providing the service in October 2017), the commissioning of the "Project to realize an energy saving society where robots/drones play active roles" [Note 6] by New Energy and Industrial Technology Development Organization (NEDO) and the "Investigation work related to the utilization of unmanned aircraft (drones) during a nuclear power disaster, FY2017" [Note 7] by Ehime Prefecture was decided in June 2017. Based on the achievements of these projects, as well as making an effort to enhance the features of this product, we will develop the drone-related business in the global market including Japan.

*1."WinActor" : A pure domestic RPA solution developed by NTT Advanced Technology Corporation based on the technology of NTT Access Network Service Systems Laboratories, and provided through NTT DATA Corporation as the vendor.

*2. Peripheral technology : Technology related to cyber security countermeasures and the information communication network, development/maintenance/operation of electrical transmission and transforming facility/equipment, etc.

*3. Operation and Maintenance (O&M) business : To perform operation and management work, and maintenance and management work for electrical transmission and distribution facility, etc.

*4. Drone : Generic name of unmanned aircraft that can fly by remote control or automatic control.

*5."airpalette UTM" : A software package for drone flight management that was developed by NTT DATA Corporation. We realize the enhancement of work efficiency during infrastructure inspection, disaster prevention activities, etc. through the remote control of multiple drones, and contribute to securing the safety of airspace by detecting the danger such as intrusion into dangerous airspace and collision between drones through centralized management of positional information, etc.

*6. Project to realize an energy saving society where robots/drones play active roles
    : A research and development project for a flight management system that aims at the safe flight of multiple drones, jointly implemented by NEC Corporation, NTT DOCOMO, INC., Rakuten, Inc. and Hitachi, Ltd.

*7. Investigation work related to the utilization of unmanned aircraft (drones) during a nuclear power disaster, FY2017
    : An investigation work that utilizes drones to collect disaster damage information on infrastructures/villages, and verifies the results related to the smooth evacuation of residents during a disaster at Ikata Nuclear Power Plant in Ehime Prefecture.

Financial

1

"Corporation (Affiliated Merchant) Review Solution" received the Winner prize at the JISA Awards 2017

Our "Corporation (Affiliated Merchant) Review Solution" that utilizes "MarkLogic " [Note 8] was highly acclaimed for realizing the reduction of information collection workload and automation of the collection process that requires substantial effort to review corporations in the credit card industry, and received the highest appraisal Winner prize at the JISA Awards 2017 [Note 9] in June 2017. Until now, we have been offering various services related to data utilization by the latest technology including AI technologies, such as a solution to digitally utilize unstructured data and a system to comprehensively manage siloed data [Note 10] focused on domestic companies. In June 2017, we concluded a capital and business alliance with MarkLogic Corporation, which has the NoSQL database for enterprises that is the core of the solution that received the prize. We will continue to use MarkLogic to strongly support the creation of value by our clients through providing the means to solve issues related to various utilization of data, and also respond to the worldwide needs to utilize data as intelligence [Note 11], and aim at exploring the market and expanding the business on a global scale.

2

THE OITA BANK CO. LTD decides to join the "Collective MCIF Center," a shared utilization type marketing service for regional financial institutions

In April 2017, THE OITA BANK CO. LTD, decided to join the "Collective MCIF Center," a shared utilization type marketing service for regional financial institutions, and the number of participating banks has expanded to 10. This service can be used to perform sophisticated analysis of enormous nationwide scale data that is difficult to collect independently by sharing the sales know-how and data utilization technology of each user bank, and enables to develop/verify the effects of marketing models with high accuracy. We will expand the features of the "Collective MCIF Center" to align with direct channels such as smartphone applications and provide overall support to the retail strategy for individuals that combines the headquarters/banking offices/direct channels. Also, we will aim at the visualization of clients' insights [Note 12] that combines the data of all the financial institutions that utilize this service and the advancement of financial marketing through the utilization of artificial intelligence (AI), and so on.

*8. "MarkLogic" : A NoSQL database for enterprises made by MarkLogic Corporation. NoSQL is an abbreviation of Not only SQL, and it is a generic name for database managed systems other than relational database management systems (RDBMS). (Its characteristics is to operate (handle) the data with language other than SQL.) There are various types of systems that developed in a form that complements the weak areas of RDBMS, such as those that are good at managing a large volume of data, those that pursued the speed of processing, and those that are characterized by flexible data structure. There are systems that can store/operate the structure of structured data and unstructured data (social media data, website data, etc.) as they are, and these are also called the next-generation database systems.

*9. JISA Awards 2017 : Awards hosted by Japan Information Technology Services Industry Association (JISA), and given to creators of systems that are highly original and acceptable by international standards.

*10. Siloed : A status where as a result of systems being considered/constructed by departments and operations, data exist in bits and pieces, and overall optimization as a company or client value is not being attempted.

*11. Intelligence : To extract information with high accuracy required for decision making from various types of information.

*12. Visualization of clients' insights : Advance the understanding of the clients' deep psyche, and visualize the thoughts/feelings of the client that cannot be seen just through financial transactions.

Enterprise & Solutions

1

Commenced the operation of "Biz ∫" in the next core system of AIR WATER INC.

In the next core system of AIR WATER INC., NTT DATA Corporation introduced the ERP package software "Biz ∫," which NTT DATA BIZINTEGRAL CORPORATION, our subsidiary, is selling, and commenced to operate "Biz ∫ Accounting," etc. at the head office/9 regional companies of AIR WATER INC. from April 2017. This will enable to unify the management information control, so that the management information of the group companies can be confirmed timely, and the advancement of business management of the entire group can be expected, and also the operation workload will be reduced by realizing a common system and standardization of work operation. We will fully support the construction of the next core system and the deployment to each of the group companies as a business partner.

2

Commenced a service of digital teaching material application for Benesse Corporation

The second stage to develop Shinken-zemi teaching material application for Benesse Corporation was completed, and providing the service was commenced in April 2017. This will enhance the tablet that can utilize this application which supports the "establishment of a learning style suitable for the individual," and the expansion of the learning environment makes it possible for more users to utilize this application. For the additional future service, we are also implementing the analysis of learning data, etc. in regard to the mistakes made during learning by the users and the effective timing for motivation, and we will continue our efforts to provide more added value to the client companies and to expand our digital business.

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Principal Measures Taken in Fiscal Year Ending March 31, 2018(4/5)

Global

1 Capital alliance of PT. Abyor International in Indonesia

Through NTT DATA Asia Pacific Pte. Ltd., our Asia subsidiary, we took over 70% of shares outstanding of PT. Abyor International, which is one of our SAP partners in Indonesia, reached a final agreement for a capital alliance, and completed the purchase in June 2017. This will secure the location and the resources for the SAP business in Indonesia, and we will aim for the expansion of the SAP business in Indonesia, cross-selling by utilizing the client base and the solution that our group possesses, and the expansion of business for Japanese firms in this country.

2 Acquisition of Goldfish ICT Group in the Netherlands

Through itelligence AG, our German subsidiary, we took over 100% of the shares outstanding of Goldfish ICT Services BV and affiliated companies in the Netherlands, which were good in the area of SAP consulting and system construction in food/agriculture and life science including agribusiness in May 2017. Through this partnership, we aim to enhance further expansion of the SAP business in Europe and the ability to support the global companies, by expansion of the SAP business in the Netherlands, cross-selling which utilizes the client base and solution that our group possesses, the deployment of solutions that Goldfish ICT Services BV and affiliated companies possess outside of the Netherlands, etc.

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Technology and Innovation General Headquarters

1

Efforts toward the reconstruction of a safe/secure legacy system

The "Modernization Working Group (WG)" of the Software Reliability Enhancement Center, Information-technology Agency in which we participated has released the "User guide that leads to successful reconstruction of systems" to the public in order to implement safe and secure legacy modernization [Note 13], and we made a contribution to the enhancement of this guide by sharing our knowledge that was gained through the construction of large-scale systems for financial institutions/public agencies/local governments, and information related to inherent risks in systems that went through many years of maintenance and repair. Also, we have been offering a legacy modernization solution that puts together the tools and processes that have been necessary when reconstructing a system, and realizes a safe/secure system reconstruction. We will keep an eye on the application of the knowledge/solution of NTT DATA Services, our U.S. subsidiary, and also advance the efforts on legacy modernization in the global market.

2

Disclosed the emergency investigation report on ransomware

We have investigated the ransomware (ransom demand type virus), which has been confirmed to have caused widespread infection around the world, and disclosed the emergency investigation report in May and June 2017 that contained the result of our investigation such as attack techniques of ransomware, status of damage, equipment targeted for attack, and recommended countermeasures. We look ahead to the future of information security that is becoming complex by the spread of cutting-edge technologies, and are working on technology development and dissemination of information. We will continue to predict threats which lead to social risks at an early stage, draw attention through the disclosure of reports, and aim at contributing toward a safe and secure society.

*13. Legacy Modernization : The entire operations realized by the current system, which has been maintained for a long period of time (legacy system), are becoming difficult to understand with the system becoming increasingly enlarged, complex, and dependent on individual skills. The aim of legacy modernization is to clear those specifications of such black-box systems, utilize existing assets, and renovate them into new systems.

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3

Appendices -Explanatory details of financial results and forecasts-

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Overview of Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (%)	FY ending 2018/3 Full-Year Forecasts
New Orders Received	484.7	559.4	+15.4	1,940.0
Orders on Hand	1,663.3	2,478.9	+49.0	2,372.0
Net Sales	392.2	540.4	+37.8	2,060.0
Cost of Sales	294.5	413.5	+40.4	1,550.0
Gross Profit	97.6	126.9	+29.9	510.0
SG&A Expenses	80.3	104.7	+30.4	390.0
Selling Expenses	34.6	43.3	+24.9	194.0
R&D Expenses	2.8	3.1	+11.5	17.0
Other Administrative Expenses	42.7	58.2	+36.1	179.0
Operating Income	17.3	22.1	+27.6	120.0
Operating Income Margin(%)	4.4	4.1	-0.3P	5.8
Ordinary Income	17.3	22.4	+29.5	116.0
Extraordinary Income and Loss	–	-4.9	-	-15.0
Income before Income Taxes	17.3	17.4	+1.0	101.0
Income Taxes and Others	7.2	9.3	+29.2	42.0
Net income attributable to owners of parent	10.0	8.1	-19.4	59.0
Capital Expenditures	28.5	49.0	+71.9	192.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	39.3	46.0	+17.0	174.0

Note ： Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes and Net income attributable to non-controlling interests.

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

(Billions of Yen)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	FY ending 2018/3 Full-Year Forecasts
Public & Social Infrastructure	72.9	69.8	370.0
Financial	106.8	113.6	479.0
Enterprise & Solutions	69.6	74.4	313.0
Global	141.3	280.8	891.0

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

(Billions of Yen)

		2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	FY ending 2018/3 Full-Year Forecasts
Public & Social Infrastructure				
(Main item)	Central government and related agencies, Local Government, and Healthcare	63.7	78.9	187.0
	Telecom and Utility	29.1	34.9	95.0
Financial				
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	105.4	62.4	280.0
	Cooperative financial institutions and Financial Network Services	44.2	28.9	82.0
Enterprise & Solutions				
(Main item)	Retail, Logistics, Payment and Other Service	29.1	23.2	70.0
	Manufacturing	32.8	39.3	121.0
	Network Services, Data Center Services, Cloud Services and Digital Services	6.9	12.0	56.0

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	FY ending 2018/3 Full-Year Forecasts
Orders on Hand	1,663.3	2,478.9	2,372.0
Public & Social Infrastructure	465.7	398.7	334.0
Financial	846.9	826.7	732.0
Enterprise & Solutions	103.9	103.8	85.0
Global	243.4	1,145.5	1,219.0

Note : New Orders Received of Enterprise & Solutions does not include orders taken via other segments.

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

(Billions of Yen)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	FY ending 2018/3 Full-Year Forecasts
Public & Social Infrastructure			
(Main item) Central government and related agencies, Local Government, and Healthcare	40.7	38.8	206.0
Telecom and Utility	18.9	17.1	86.0
Financial			
(Main item) Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	72.6	82.6	341.0
Cooperative financial institutions and Financial Network Services	29.0	28.7	121.0
Enterprise & Solutions			
(Main item) Retail, Logistics, Payment and Other Service	30.1	26.2	109.0
Manufacturing	26.0	28.0	119.0
Network Services, Data Center Services, Cloud Services and Digital Services	11.6	18.4	75.0

	2017/3 1st. Quarter	2018/3 1st. Quarter	FY ending 2018/3
Integrated IT Solution	118.5	180.7	659.0
System & Software Development	92.5	106.0	485.0
Consulting & Support	166.9	235.7	857.0
Others	14.2	17.9	59.0
Net Sales by Products and Services Total (to Clients Outside the NTT DATA Group)	392.2	540.4	2,060.0

Note：Net Sales of Enterprise & Solutions does not include orders taken via other segments.

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Global Profit Adjustment

(Billions of Yen,%)

		2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (Amount)	YoY (Rate)
EBITA	①	4.4	11.7	+7.3	+166.1%
PPA intangible fixed asset amortization expenses(*)	②	3.1	7.0	+3.9	+123.1%
Operating income w/o goodwill amortization	③=①-②	1.2	4.6	+3.4	+276.6%
Goodwill amortization	④	4.0	7.2	+3.2	+79.6%
Operating income	⑤=③-④	-2.8	-2.6	+0.1	+6.5%

(*)PPA amortization related to corporate acquisition and other temporary cost

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Additional for Global (Factors of increase and decrease Net sales)

(Billions of yen)
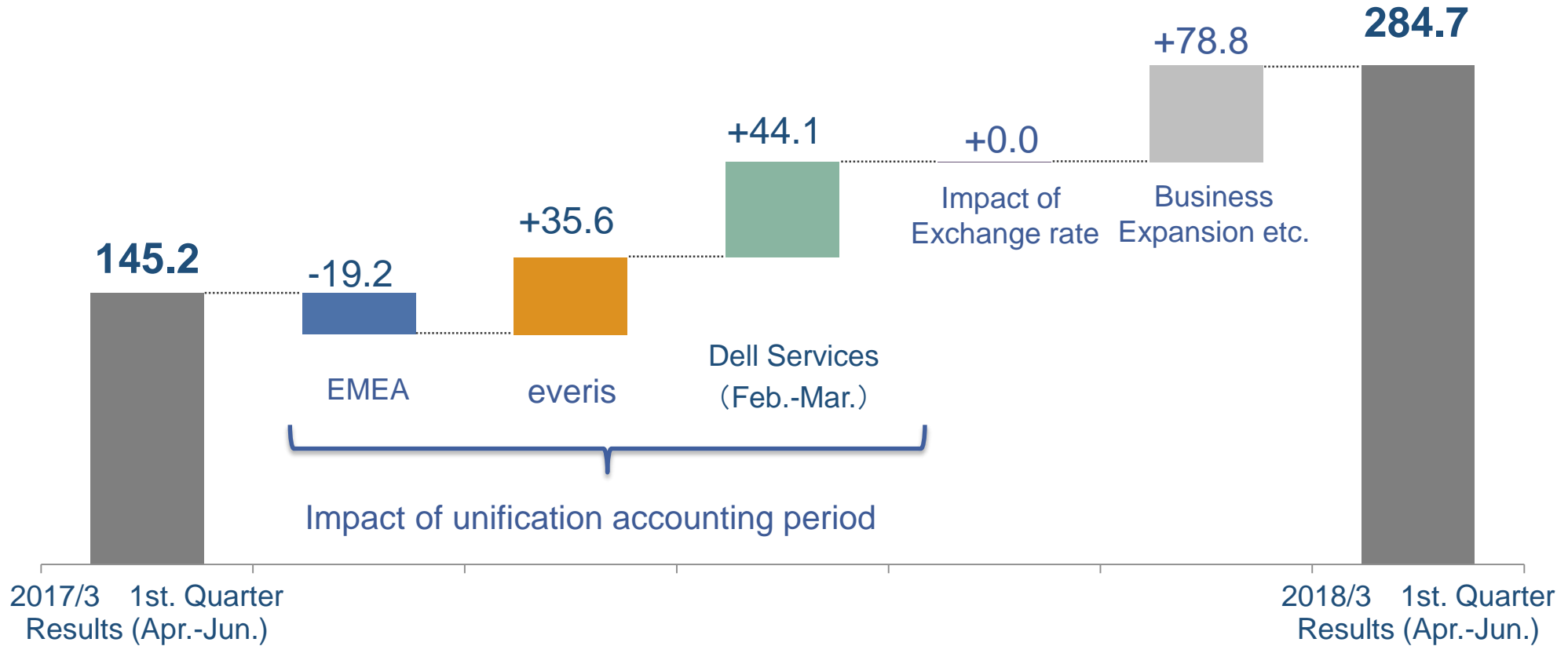
284.7

+78.8

145.2

-19.2   +35.6   +44.1   +0.0

EMEA   everis   Dell Services   Impact of   Business
(Feb.-Mar.)   Exchange rate   Expansion etc.

Impact of unification accounting period

2017/3   1st. Quarter
Results (Apr.-Jun.)

2018/3   1st. Quarter
Results (Apr.-Jun.)

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Additional for Global
(Factors of increase and decrease Operating income (w/o goodwill amortization))

(Billions of yen)

1.2

+0.4

EMEA

+1.2

everis

+1.3

Dell Services
（Feb.-Mar.）

+0.0

Impact of
Exchange rate

+0.3

Revenue
Increase etc.

4.6

2017/3 1st. Quarter
Results (Apr.-Jun.)

Impact of unification accounting period

2018/3 1st. Quarter
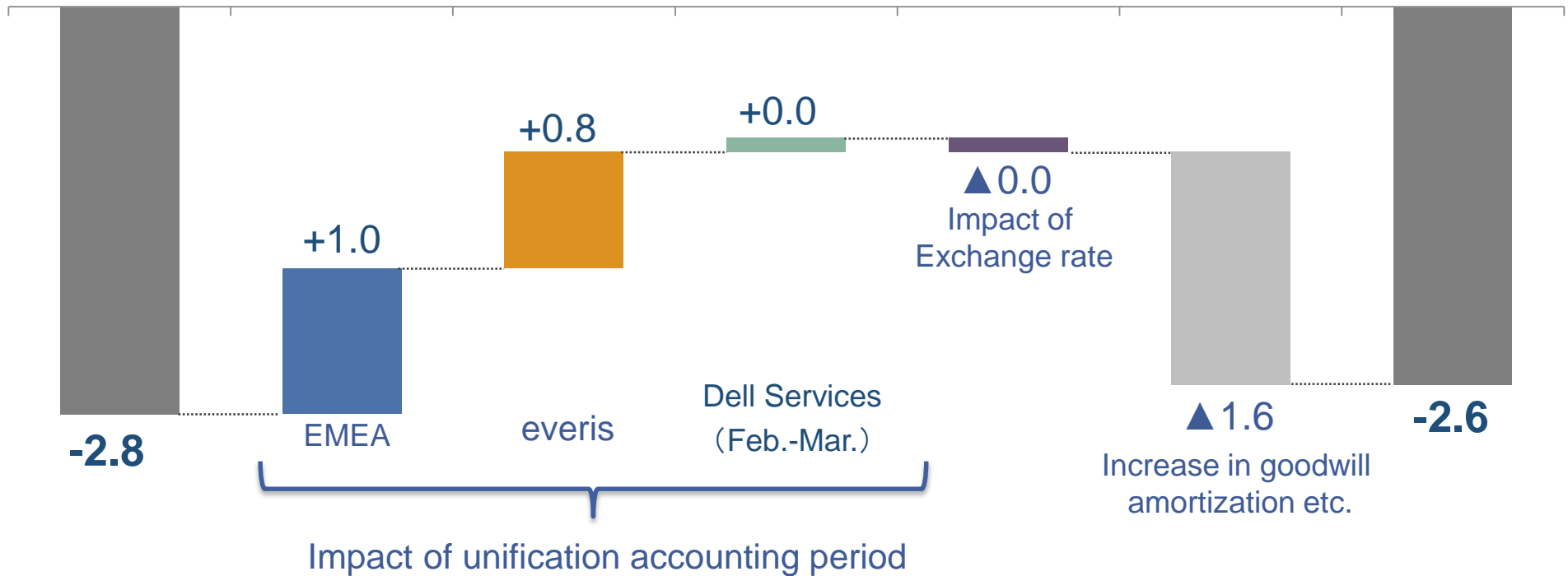Results (Apr.-Jun.)

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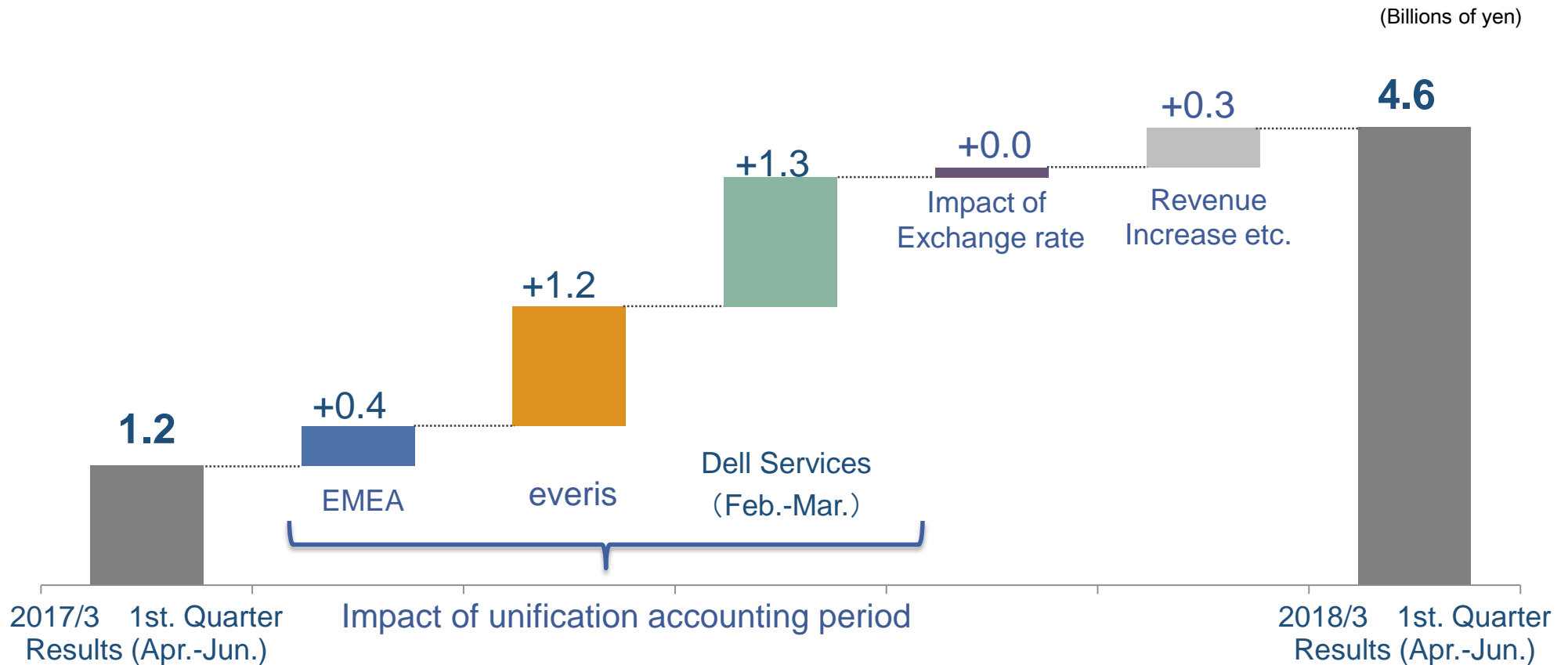
Additional for Global (Factors of increase and decrease Operating income)

(Billions of yen)

2017/3   1st. Quarter
Results (Apr.-Jun.)

2018/3   1st. Quarter
Results (Apr.-Jun.)

-2.8

+1.0

EMEA

+0.8

everis

+0.0

Dell Services
（Feb.-Mar.）

▲0.0
Impact of
Exchange rate

▲1.6
Increase in goodwill
amortization etc.

-2.6

Impact of unification accounting period

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Non-Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	FY ending 2018/3 Full-Year Forecasts
New Orders Received	260.9	225.0	700.0
Orders on Hand	1,271.4	1,163.5	1,075.0
Net Sales	193.8	197.4	865.0
Cost of Sales	146.7	145.8	650.0
Gross Profit	47.0	51.6	215.0
SG&A Expenses	28.8	31.9	133.0
Selling Expenses	13.0	14.7	61.0
R&D Expenses	2.3	2.6	13.0
Other Administrative Expenses	13.3	14.5	59.0
Operating Income	18.2	19.6	82.0
Operating Income Margin(%)	9.4	10.0	9.5
Ordinary Income	23.9	27.1	84.0
Extraordinary Income and Loss	–	–	0.0
Income before Income Taxes	23.9	27.1	84.0
Income Taxes and Others	5.7	6.3	24.0
Net Income	18.1	20.7	60.0
Capital Expenditures	22.5	33.6	146.0
Depreciation and Amortization /Loss on Disposal of Property and Equipment and Intangibles	31.4	28.2	119.0

Note： Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.
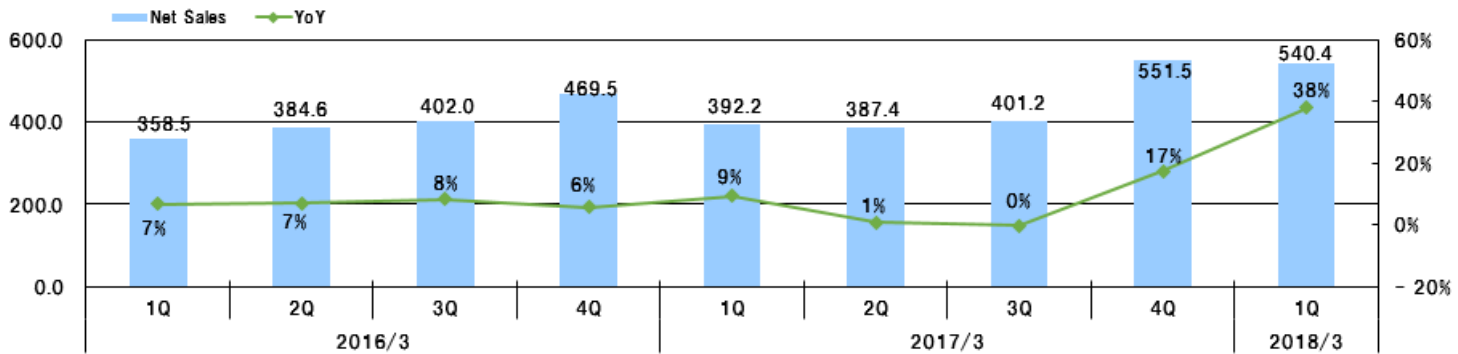
NTT DaTa
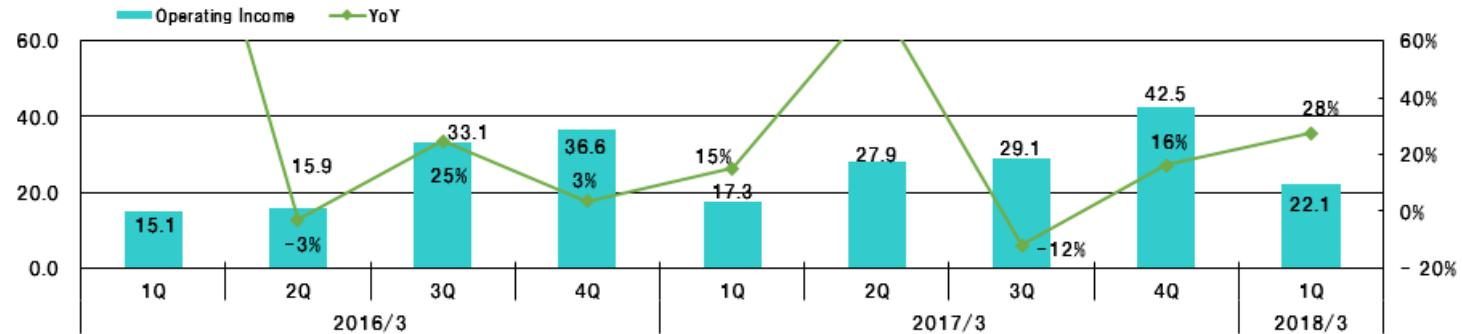
Trends in Quarter (Consolidated)

(Billions of Yen,%)

■ New Orders Received
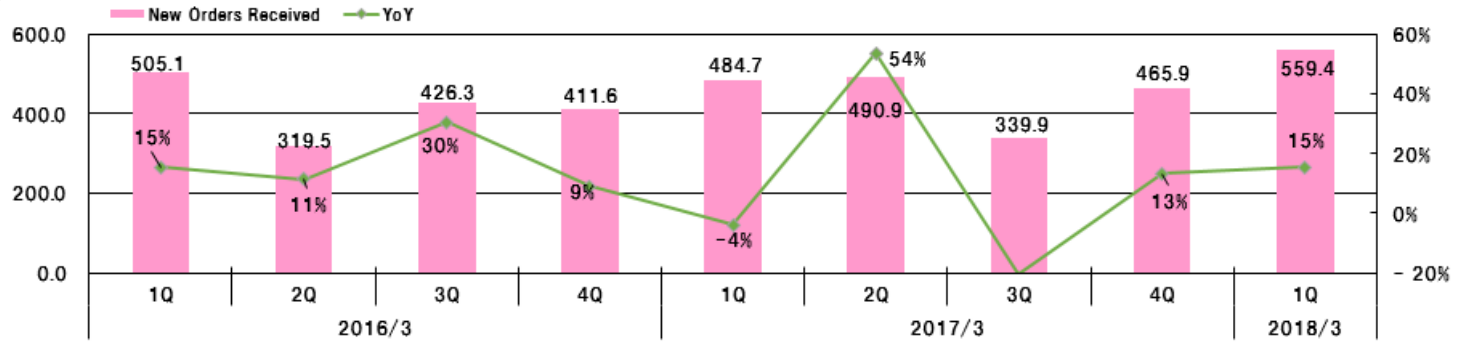
■ Net Sales

■ Operating Income

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

(Yen,%)

	2017/3 1st. Quarter Results (Apr.-Jun.)	2018/3 1st. Quarter Results (Apr.-Jun.)	YoY (%)	FY ended 2017/3 (Results)	FY ending 2018/3 (Assumed Rates)	YoY (%)
	①	②	(②-①) /①	③	④	(④-③) /③
USD	107.74	111.08	+3.1%	108.14	110.00	＋1.7%
USD (NTTDATA Services)	-	112.95 (*)	-	113.36	110.00	-3.0%
EUR (For December-end companies)	127.13	121.05	-4.8%	120.28	120.00	-0.2%
EUR (For March-end companies)	121.88	122.26	+0.3%	118.76	120.00	＋1.0%
RMB (Chinese Yuan Renminbi)	17.59	16.47	-6.4%	16.34	16.40	＋0.4%

(*) 2018/3 1st. Quarter Results (Feb.-Mar.)

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Appendices -EPS, EBITDA, ROE, etc.-

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EPS and Operating Income Growth Rate
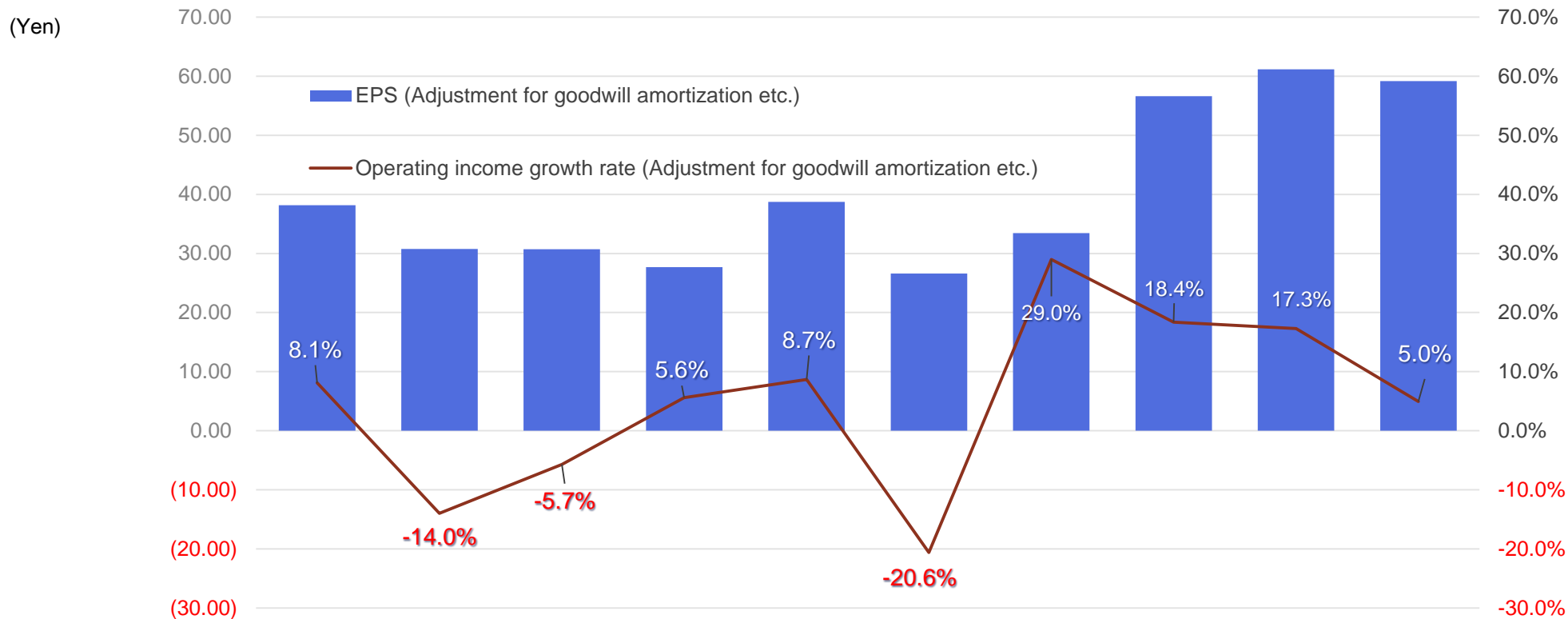
	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Net income attributable to owners of parent (JPY billions)	48.3	35.6	37.3	30.4	43.5	23.2	32.1	63.3	65.6	59.0
Goodwill amortization etc. (JPY billions)	5.1	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	24.0
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.) (JPY billions)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	83.0
EPS (Adjustment for goodwill amortization etc.)	38.15	30.78	30.73	27.69	38.73	26.59	33.45	56.64	61.15	59.18

(*) 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.

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EBITDA Trend

(Billions of yen)
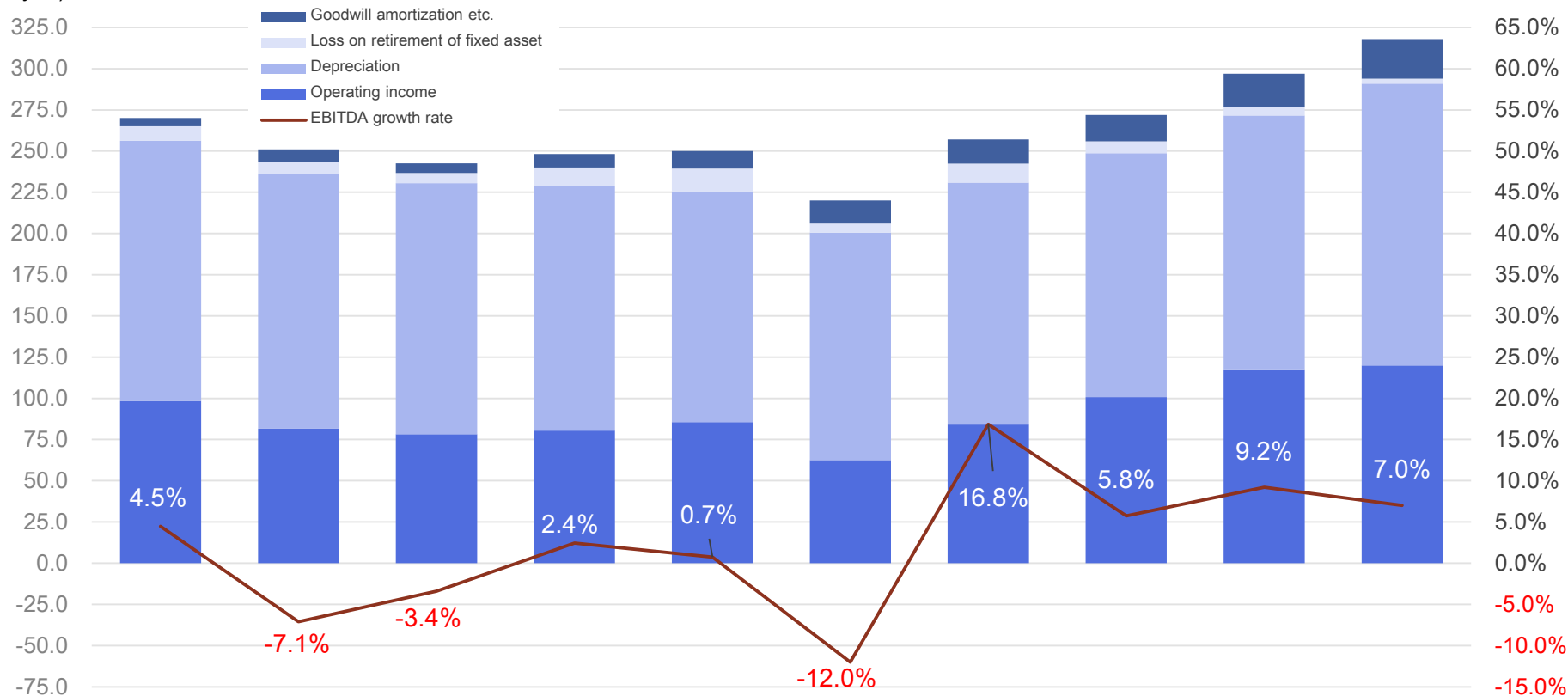
	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Operation income	98.5	81.6	78.3	80.4	85.6	62.5	84.0	100.8	117.1	120.0
Depreciation	157.8	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	171.0
Loss on retirement of fixed asset	8.7	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.0
Goodwill amortization etc.	5.1	7.5	5.7	8.3	10.7	14.0	14.7	16.0	20.0	24.0
EBITDA	270.3	251.1	242.6	248.5	250.3	220.2	257.3	272.1	297.1	318.0

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Invested Capital Trend

(Billions of yen)
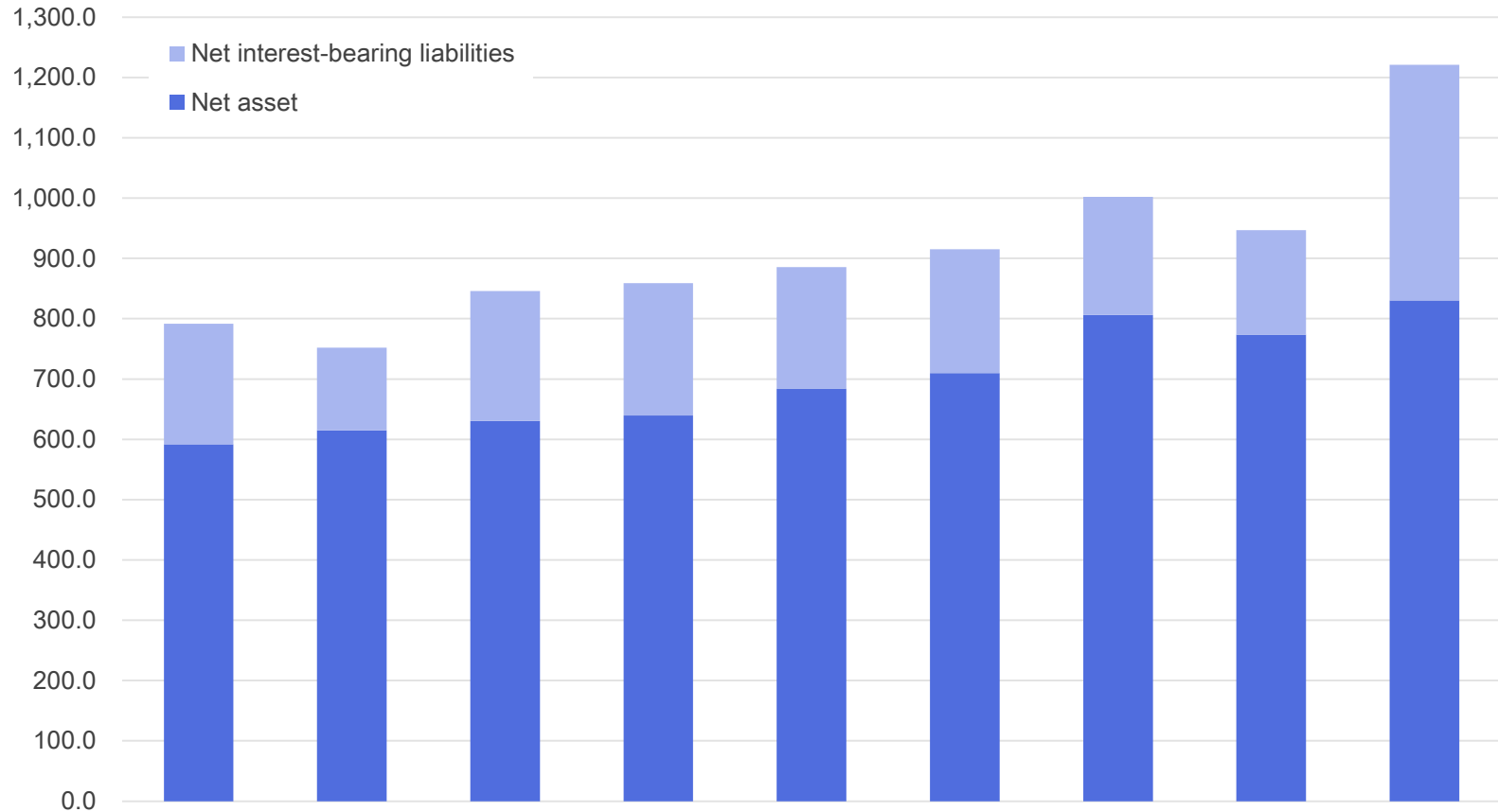
	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Net asset	592.0	615.1	630.3	639.7	684.2	709.8	806.2	773.6	830.2
Interest-bearing liabilities	331.5	289.1	414.4	380.2	378.3	412.9	446.9	407.0	650.8
Cash and cash equivalents	131.8	152.1	198.6	161.1	176.9	207.2	250.8	233.5	260
Invested capital	791.7	752.1	846.1	858.8	885.6	915.5	1,002.3	947.1	1,221.0

Legend:
- Net interest-bearing liabilities
- Net asset

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Cash Flow Dividend Payout
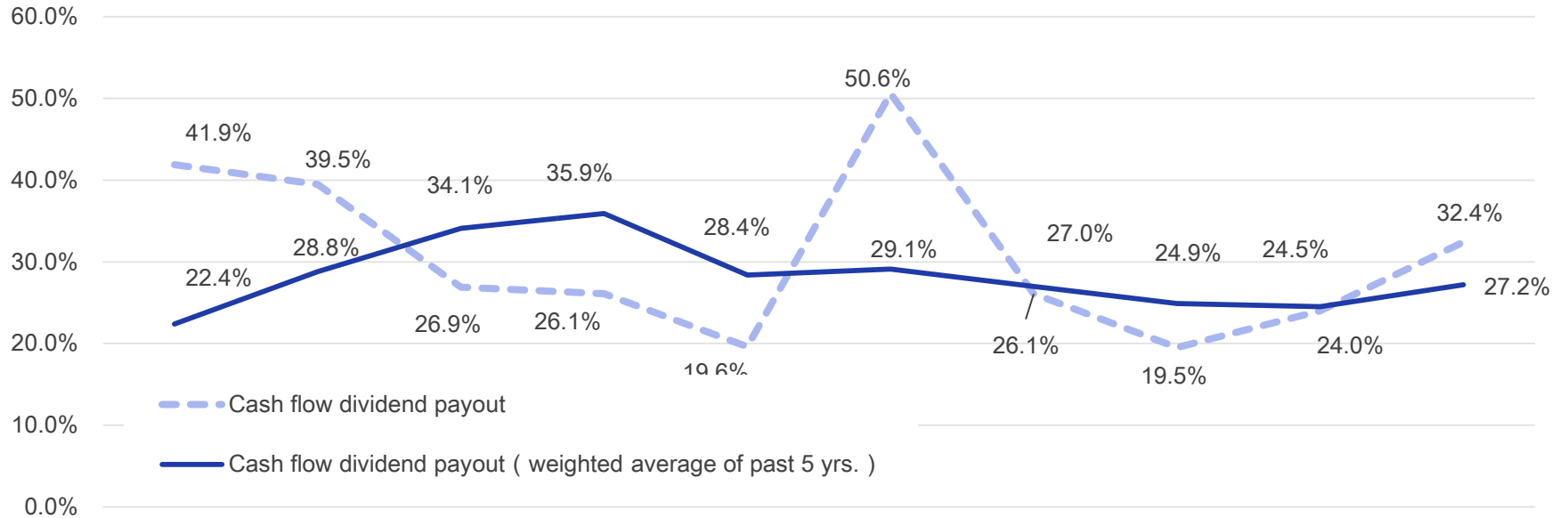
(Billions of yen)	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3 Forecasts
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	83.0
Depreciation	157.8	154.5	152.2	148.3	140.0	138.0	146.8	147.9	154.5	171.0
Loss on retirement of fixed asset	8.7	7.4	6.3	11.3	13.8	5.6	11.6	7.2	5.4	3.0
Capital investment	-180.0	-162.5	-139.0	-133.9	-122.1	-147.7	-140.9	-134.0	-158.1	-192.0
Ordinary cash flow	40.1	42.5	62.5	64.5	86.0	33.2	64.5	100.6	87.6	65.0
Dividends per share(JPY)	12	12	12	12	12	12	12	14	15	15
Total dividends	16.8	16.8	16.8	16.8	16.8	16.8	16.8	19.6	21.0	21.0

(*) Conducted stock split which shall split of common stock at a ratio of 1:5 as the effective date of July 1, 2017. Dividend per share is referring the amount after stock split.

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ROE Trend
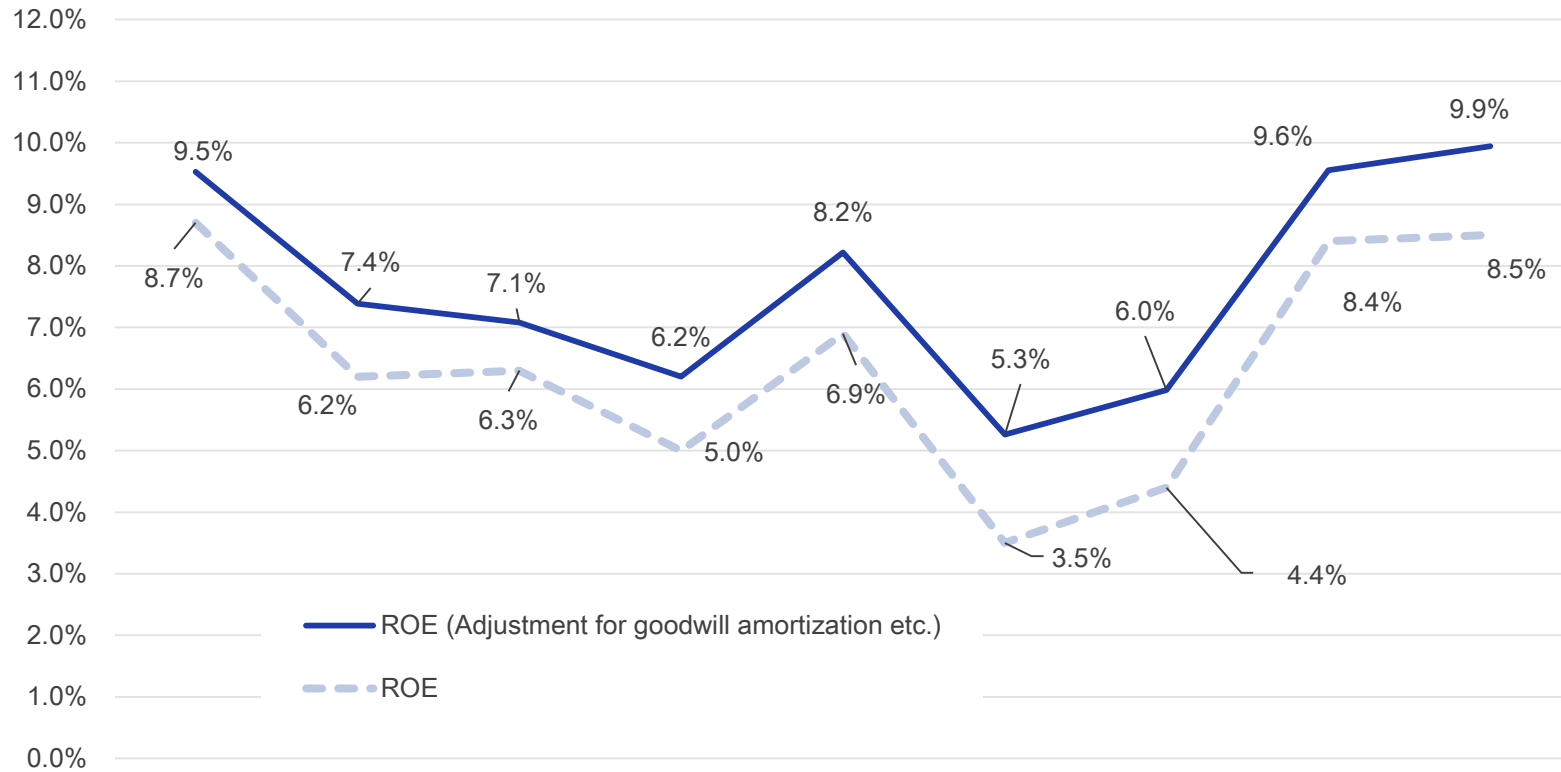
(Billions of yen)	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Net income attributable to owners of parent (Adjustment for goodwill amortization etc.)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7
Net asset EOY	566.3	584.5	601.6	605.7	651.3	676.8	773.4	740.9	798.7
Accumulated goodwill amortization etc. (After 2009/3)	5.1	12.6	18.4	26.8	37.6	51.6	66.4	82.4	102.5
Net asset EOY w/o goodwill amortization (Adjustment for goodwill amortization etc.)	571.4	597.1	620.0	632.5	688.9	728.4	839.8	823.3	901.2

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