



NTT DATA

Company Presentation for the First Quarter of Fiscal Year Ending March 31, 2025

August 6, 2024 NTT DATA Group Corporation

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the Japanese original. The Japanese
original is authoritative.

I am Kazuhiko Nakayama from NTT Data Group.
Thank you very much for attending the financial results briefing
session today despite your busy schedule.

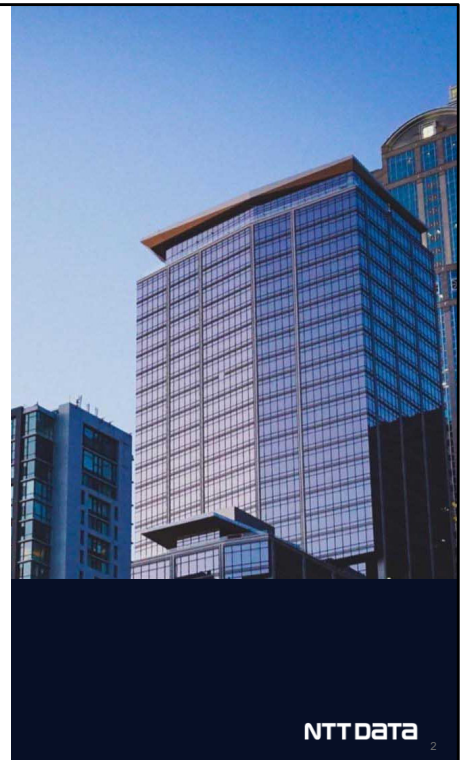
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- * Forecast figures in this document are based on current economic and market conditions. As changes in the global economy and information services market are possible, NTT DATA cannot guarantee their accuracy.
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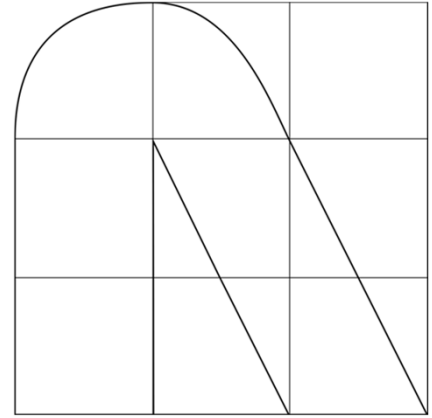
Here is today's agenda.

First, I will explain the results for the first quarter of the fiscal year ending March 31, 2025.

Please see page 4.

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Results for the First Quarter of Fiscal Year Ending March 31, 2025



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(Explanation omitted)

Results for the First Quarter of Fiscal Year Ending March 31, 2025

- New orders received increased significantly year on year, driven by strong performance in overseas data center business (DC Business) and domestic business, etc.
- Net sales were on track with the full-year forecast. Operating profit remained at the same level year on year and profit declined year on year, but these are in line with the plan, and the full-year forecast remains unchanged from the initial projection.

	Q1 FYE3/2024 (Apr-Jun)	Q1 FYE3/2025 (Apr-Jun)	YoY (Amount)	YoY (Rate)		FYE3/2025 Forecasts	(Billions of Yen) Progress toward Forecasts (Rate)
Net Sales	1,015.0	1,112.1	+97.1	+9.6%	↗	4,430.0	25.1%
Operating Profit (Operating profit margin)	58.3 (5.7%)	58.6 (5.3%)	+0.3 (-0.5P)	+0.6%	→	336.0 (7.6%)	17.4%
Profit Attributable to Shareholders of NTT DATA	27.7	21.2	-6.4	-23.2%	↘	137.0	15.5%
New Orders Received	998.3	1,464.3	+466.0	+46.7%	↗	Excl. DC Business 4,330.0	-
<Ref. New Orders Received Excluding DC Business>	<896.7>	<1,066.3>	<+169.6>	<+18.9%>		<4,330.0>	<24.6%>

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Here is the overview of the first quarter results.

New orders received increased significantly by 466.0 billion yen year on year due to strong performance in the overseas data center business and the domestic business, among others.

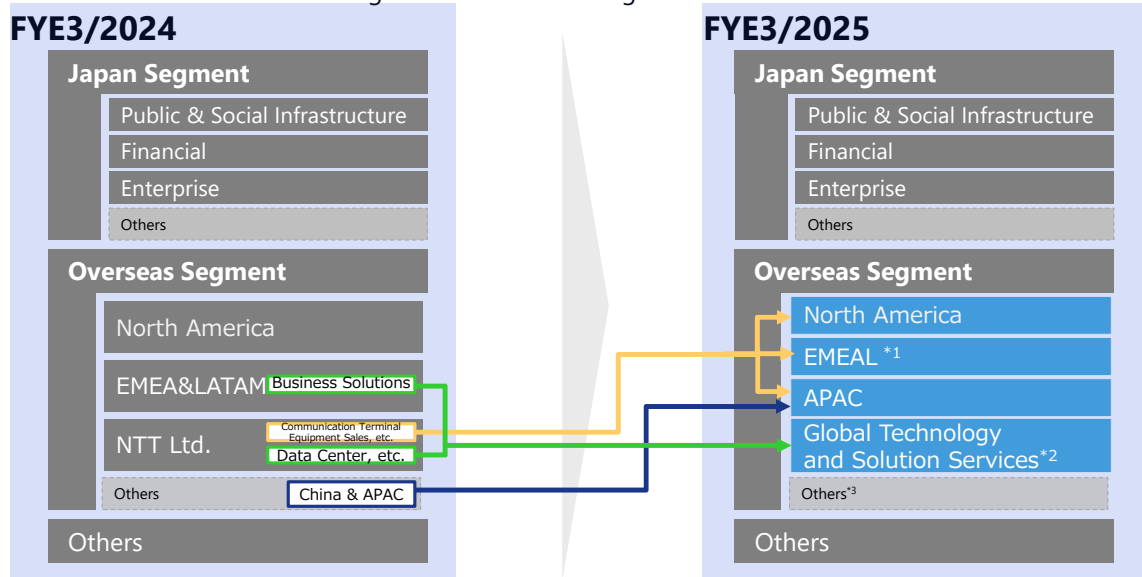
Net sales increased by 97.1 billion yen year on year and are on track to meet the full-year target.

Although operating profit remained at the same level year on year and profit decreased by 6.4 billion yen year on year, the progress was generally in line with the plan, and the full-year forecast remains unchanged from the initial forecast.

Please see page 5.

Breakdown of Segments for Disclosure

Following the transition to a new global business management structure in April 2024, the classification of units for disclosure under the Overseas Segment have been changed as follows.



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*1 Stands for "Europe, Middle East, Africa and Latin America"

*2 Includes Global Technology Services Unit and Business Solutions Unit

*3 Includes Global Headquarters

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Before explaining each item, I will explain the disclosure units in this company presentation material.

Following the transition to a new global business management structure in April 2024, we have changed the breakdown of the Overseas Segment as shown in the figure on the right side of the page: North America, EMEAL, APAC, Global Technology and Solution Services (hereafter referred to as GTSS). The breakdown of the Japan Segment remains unchanged.

Let me now describe each item in detail.

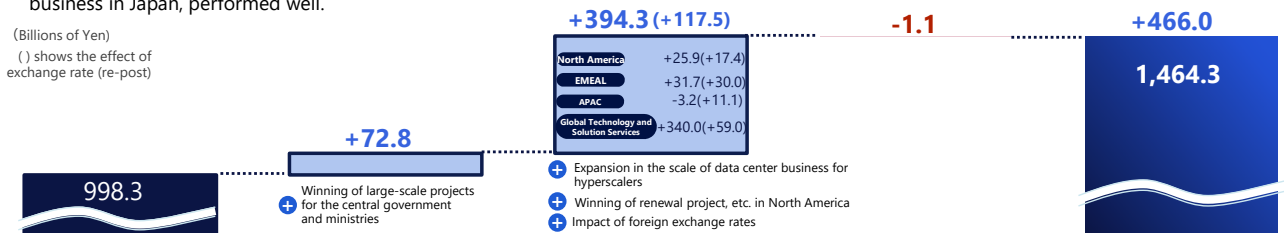
Please see page 6.

New Orders Received | YoY Changes (Q1 Results of FYE3/2025)

The data center business for hyperscalers in overseas Global Technology and Solution Services, as well as the Public & Social Infrastructure business in Japan, performed well.

(Billions of Yen)

() shows the effect of exchange rate (re-post)



+72.8
 + Winning of large-scale projects for the central government and ministries

+ Expansion in the scale of data center business for hyperscalers
 + Winning of renewal project, etc. in North America
 + Impact of foreign exchange rates

	Q1 FYE3/2024 Result (Apr-Jun)	Japan	Overseas	Others	Q1 FYE3/2025 Result (Apr-Jun)
New Orders Received		FYE3/2024 Apr-Jun	FYE3/2025 Apr-Jun	FYE3/2025 Forecasts	2024 Apr-Jun Progress Toward Forecasts
Total(*)	998.3	998.3	1,464.3	4,330.0	-
Japan	391.4	391.4	464.1	1,650.0	28.1%
Re-post					
Public & Social Infrastructure	164.5	164.5	220.8	657.0	33.6%
Financial	127.8	127.8	132.9	530.0	25.1%
Enterprise	82.8	82.8	93.9	405.0	23.2%
Overseas(*)	602.9	602.9	997.2	2,670.0	-
Re-post					
North America	121.8	121.8	147.6	844.0	17.5%
EMEAL	223.1	223.1	254.7	1,124.0	22.7%
APAC	97.4	97.4	94.2	422.0	22.3%
Global Technology and Solution Services ⁽¹⁾	160.7	160.7	500.7	280.0	-
Others	4.0	4.0	2.9	10.0	29.3%

(*) This includes new orders received for the DC Business of JPY 101.5 billion for FYE3/2024 (Apr-Jun) and JPY 398.0 billion for FYE3/2025 (Apr-Jun) (up JPY 296.4 billion YoY). The forecasted figures for FYE3/2025 exclude the DC Business.

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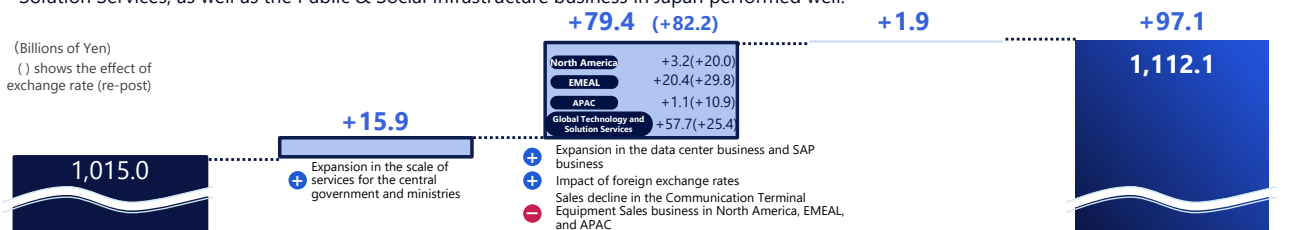
First, new orders received were strong both overseas and in Japan, with a significant year-on-year increase of 466.0 billion yen.

In the Japan Segment, new orders received increased by 72.8 billion yen, due to the acquisition of large projects for the central government and ministries in the Public & Social Infrastructure business, as well as strong orders in the Enterprise and Financial businesses.

In the Overseas Segment, the increase of 394.3 billion yen was due to the expansion of the data center business for hyperscalers in GTSS, mainly in the UK and India. Excluding the positive effect of 117.5 billion yen from the foreign exchange rate, the increase was 276.8 billion yen.

Net Sales | YoY Changes (Q1 Results of FYE3/2025)

In addition to the positive impact of foreign exchange rates on sales, the data center business and SAP business in Global Technology and Solution Services, as well as the Public & Social Infrastructure business in Japan performed well.



Net Sales	Japan		Overseas		YoY Comparison in Results	Others		2024 Apr-Jun Progress Toward Forecasts	(Billions of Yen)
	FYE3/2024 Apr-Jun	FYE3/2025 Apr-Jun	FYE3/2025 Apr-Jun	FYE3/2025 Forecasts					
Total	1,015.0	1,112.1		4,430.0	+97.1		25.1%		
Japan	405.4	421.2		1,840.0	+15.9		22.9%		
Re-post									
Public & Social Infrastructure	146.7	162.1		758.0	+15.3		21.4%		
Financial	165.6	169.4		727.0	+3.8		23.3%		
Enterprise	130.3	132.4		578.0	+2.1		22.9%		
Overseas	618.2	697.6		2,650.0	+79.4		26.3%		
Re-post									
North America	166.3	169.6		667.0	+3.2		25.4%		
EMEAL	232.9	253.4		998.0	+20.4		25.4%		
APAC	91.8	92.9		414.0	+1.1		22.4%		
Global Technology and Solution Services	157.9	215.6		746.0	+57.7		28.9%		
Others	-8.6	-6.7		-60.0	+1.9		-		

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Next is the status of net sales.

Overall net sales increased by 97.1 billion yen year on year, including an increase of 82.2 billion yen due to the effect of foreign exchange rates.

As for changes due to factors other than the effect of foreign exchange rates, in the Japan Segment, Public & Social Infrastructure saw an increase in sales mainly due to an expansion in the scale of services for the central government and ministries, while Financial and Enterprise also saw an increase in sales, resulting in an overall segment sales increase of 15.9 billion yen.

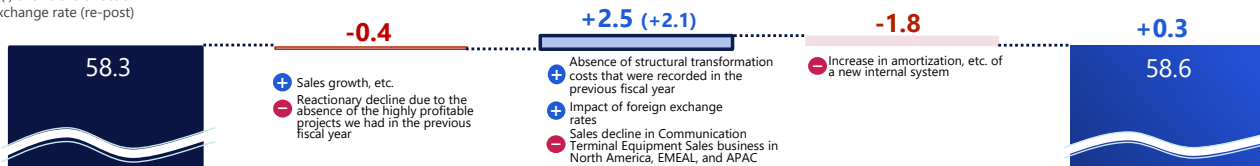
In the Overseas Segment, the data center business for hyperscalers and SAP business in GTSS expanded steadily. On the other hand, overall segment sales decreased slightly excluding the effect of foreign exchange rates, mainly due to lower sales in the Communication Terminal Equipment Sales business in North America, EMEAL, and APAC.

Please see page 8.

Operating Profit | YoY Changes (Q1 Results of FYE3/2025)

Operating profit remained at the same level year on year, but is on track with the full-year forecast.

(Billions of Yen)
() shows the effect of exchange rate (re-post)



Q1 FYE3/2024 Result (Apr-Jun)		Total of the three businesses in Japan		Overseas		Others		Q1 FYE3/2025 Result (Apr-Jun)	
Operating Profit (operating profit margin)		FYE3/2024 Apr-Jun	FYE3/2025 Apr-Jun	YoY Comparison in Results		FYE3/2025 Forecasts	2024 Apr-Jun Progress Toward Forecasts		(Billions of Yen)
Total		58.3	58.6	+0.3		336.0	17.4%		
Total of the three businesses in Japan ^(*)		45.5	45.1	-0.4		237.0	19.0%		
Re-post	Public & Social Infrastructure	15.5 (10.6%)	16.7 (10.3%)	+1.2 (-0.3P)		94.0 (12.4%)	17.8%		
	Financial	17.2 (10.4%)	15.2 (9.0%)	-2.0 (-1.4P)		81.0 (11.1%)	18.8%		
	Enterprise	12.8 (9.8%)	13.2 (10.0%)	+0.4 (+0.2P)		62.0 (10.7%)	21.3%		
Overseas		15.0 (2.4%)	17.5 (2.5%)	+2.5 (+0.1P)		129.0 (4.9%)	13.6%		
Others		-2.2	-4.0	-1.8		-30.0	-		

(*) Sum of the operating profit of the Public & Social Infrastructure, Financial, and Enterprise businesses.

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Next, I will discuss the status of operating profit.

Operating profit remained at the same level year on year, but is on track with the full-year forecast.

Positive factors include higher sales in the three businesses in Japan and the absence of overseas structural transformation costs recorded in the previous fiscal year.

On the other hand, negative factors include a reactionary decline due to the absence of the relatively high profit margin projects that arose in the previous fiscal year in the Financial business in Japan, and a decrease in sales in the overseas Communication Terminal Equipment Sales business. As a result, overall operating profit increased by 30.0 billion yen.

Please see page 9.

Breakdown of Overseas Business (By New Unit)

(Billions of Yen)

		FYE3/2024 Apr-Jun	FYE3/2025 Apr-Jun	YoY (Amount)	Forex Effects ^(*)	YoY (Rate)	FYE3/2025 Forecasts	Progress Toward Forecasts	FYE3/2024 Results
Net Sales		618.2	697.6	+79.4	+82.2	+12.8%	2,650.0	26.3%	2,654.5
Re-post	North America	166.3	169.6	+3.2	+20.0	+1.9%	667.0	25.4%	688.3
	EMEAL	232.9	253.4	+20.4	+29.8	+8.8%	998.0	25.4%	988.7
	APAC	91.8	92.9	+1.1	+10.9	+1.2%	414.0	22.4%	376.2
	Global Technology and Solution Services	157.9	215.6	+57.7	+25.4	+36.6%	746.0	28.9%	726.0
EBITA^(*) (*2) (EBITA Margin)		26.1 (4.2%)	30.8 (4.4%)	+4.7 (+0.2P)	+3.6	+17.9%	178.0 (6.7%)	17.3%	166.5 (6.3%)
Re-post	North America	7.3 (4.4%)	7.6 (4.5%)	+0.4 (+0.1P)	+0.9	+4.9%	40.0 (6.0%)	19.0%	37.1 (5.4%)
	EMEAL	5.8 (2.5%)	8.5 (3.4%)	+2.8 (+0.9P)	+1.0	+47.6%	71.0 (7.1%)	12.0%	41.6 (4.2%)
	APAC	8.7 (9.4%)	6.9 (7.4%)	-1.8 (-2.0P)	+0.8	-20.6%	40.0 (9.7%)	17.2%	35.6 (9.5%)
	Global Technology and Solution Services	12.6 (8.0%)	16.1 (7.5%)	+3.6 (-0.5P)	+1.9	+28.3%	84.0 (11.3%)	19.2%	85.5 (11.8%)
New Orders Received^(*)		602.9	997.2	+394.3	+117.5	+65.4%	Excl. DC Business 2,670.0	-	3,124.3
Re-post	North America	121.8	147.6	+25.9	+17.4	+21.3%	844.0	17.5%	710.2
	EMEAL	223.1	254.7	+31.7	+30.0	+14.2%	1,124.0	22.7%	1,006.3
	APAC	97.4	94.2	-3.2	+11.1	-3.3%	422.0	22.3%	333.9
	Global Technology and Solution Services ^(*)	160.7	500.7	+340.0	+59.0	+211.7%	Excl. DC Business 280.0	-	1,073.8

(*1) EBITA = operating profit + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(*2) The planned annual business combination cost of ¥30.0 billion is included only in the FYE3/2025 forecast for the entire Overseas Segment, which is ¥178.0 billion. Actual costs are recorded for each Unit, and the Apr-Jun FYE3/2025 EBITA figures include the following costs: ¥1.6 billion for the entire Overseas Segment, ¥0.3 billion for North America, ¥0.3 billion for EMEAL, ¥0.1 billion for APAC, and ¥0.1 billion for Global Technology and Solution Services.

(*3) This includes new orders received for the DC Business of JPY 101.5 billion for Apr-Jun FYE3/2024 and JPY 398.0 billion for Apr-Jun FYE3/2025. The forecasted figure for FYE3/2025 excludes the DC Business.

(*4) For all Units, forex effects show the impact of the exchange rate differences between the current and previous fiscal years when converting USD-denominated results to JPY. USD exchange rate (average rate): For Apr-Jun FYE3/2024, 137.49 yen; for Apr-Jun FYE3/2025, 155.85 yen.

Here, I would like to provide supplementary information about the Overseas Segment results.

As I have explained so far, net sales in the Overseas Segment increased mainly due to foreign exchange effects and expansion of the data center and SAP businesses. However, the year-on-year sales growth rate has moderated mainly because there were sales declines in the regional units of North America, EMEAL, and APAC, as they lost the sales increase effect from the supply chain recovery that existed in the previous fiscal year in the Communication Terminal Equipment Sales business.

Overall EBITA for the segment increased mainly due to the absence of structural transformation costs that were recorded in the previous fiscal year, despite the impact of lower sales in the Communication Terminal Equipment Sales business.

By Unit,

in North America, new orders received increased year on year, mainly due to the acquisition of large renewal projects. As for EBITA, despite expenditure to strengthen sales, margins improved mainly due to improved gross margins in businesses other than Communication Terminal Equipment Sales business.

As for EMEAL, sales decline in the Communication Terminal Equipment Sales business was offset by the expansion of its consulting business in Spain and South America, among other factors. The year-on-year increase in EBITA was marginal as there were upfront investments for sales reinforcement and other growth initiatives, while structural transformation costs were stripped out.

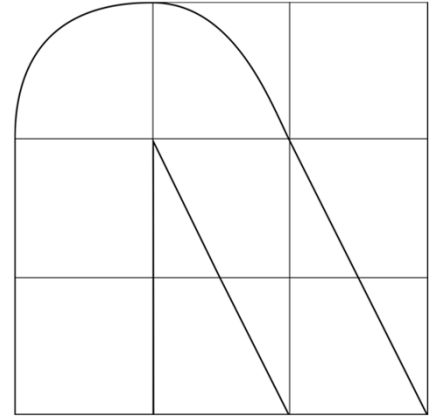
In APAC, sales and profit decreased excluding the effect of foreign exchange rates, partly because the Communication Terminal Equipment Sales business accounts for a larger percentage of total sales than in other regions.

As explained, GTSS has increased its sales and profit even excluding foreign exchange effects due to the expansion of its data center and SAP businesses.

In the overseas business, we will aim to achieve our earnings forecast through order acquisition by strengthening sales, cost control, and other initiatives.

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Topics



Next, I will explain major topics. Please turn to page 11.

① New Executive Structure

NTT DATA Group



Yutaka Sasaki
President and Chief Executive Officer, Representative Director



Kazuhiko Nakayama
Senior Executive Vice President and Representative Director, Corporate Management



Tadaoki Nishimura
Senior Vice President and Director, Business Strategy



Asako Toyoda
Executive Vice President, Legal & Risk Management, Global Governance



Hiroshi Tomiyasu
Executive Vice President, Technology Management, Consulting & Asset Business Transformation



Robb Rasmussen
Executive Vice President, Global Marketing & Communication



Marvin Mouchawar
Executive Vice President, Global Innovation

NTT DATA Japan



Yutaka Sasaki
President and Chief Executive Officer, Representative Director



Katsuichi Sonoda
Public & Social Infrastructure



Masanori Suzuki
Finance



Isao Arima
Enterprise



Hiroshi Tomiyasu
Technology Consulting & Solutions

NTT DATA, Inc.



Abhijit Dubey
Chief Executive Officer



Eric Clark
North America



Chieri Kimura
EMEA



John Lombard
APAC



Shuichi Sasakura
Global Technology Services



Norbert Rotter
Business Solutions

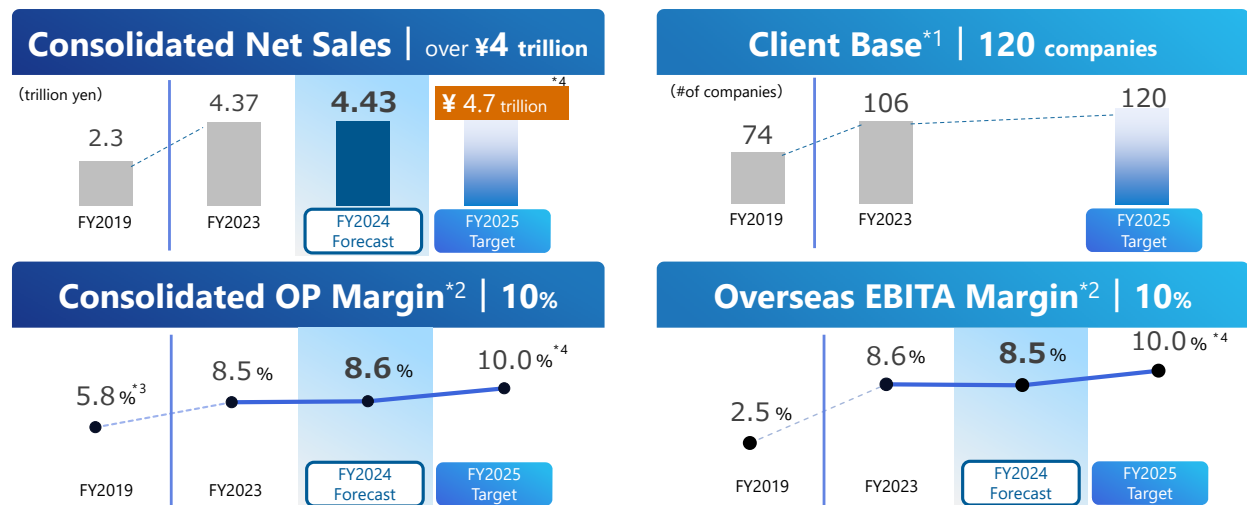
First, I would like to explain the new executive structure of our group.

In June, a new president, Yutaka Sasaki, took office at NTT DATA Group Corporation, the holding company, and a new president, Abhijit Dubey, took office at NTT DATA, Inc, the overseas operating company. We are now working under a new structure for the further development of our group.

Please see page 12.

②-1 Progress of Medium-Term Management Plan

- **Net sales and operating profit are growing** because of efforts to reach the Global 3rd Stage which started in FY2019.
- We will pursue “growth accompanied by quality” and aim to achieve the management target of **4.7 trillion yen in consolidated net sales**.



^{*1} Customers with annual sales of 5 billion yen or more (JP) or \$50 million or more (outside JP)
^{*2} Excluding one-time costs for M&A, structural transformation, etc.

^{*3} Excluding consideration of ^{*2}

^{*4} An exchange rate at the same level as the rate of FY2024 is used.

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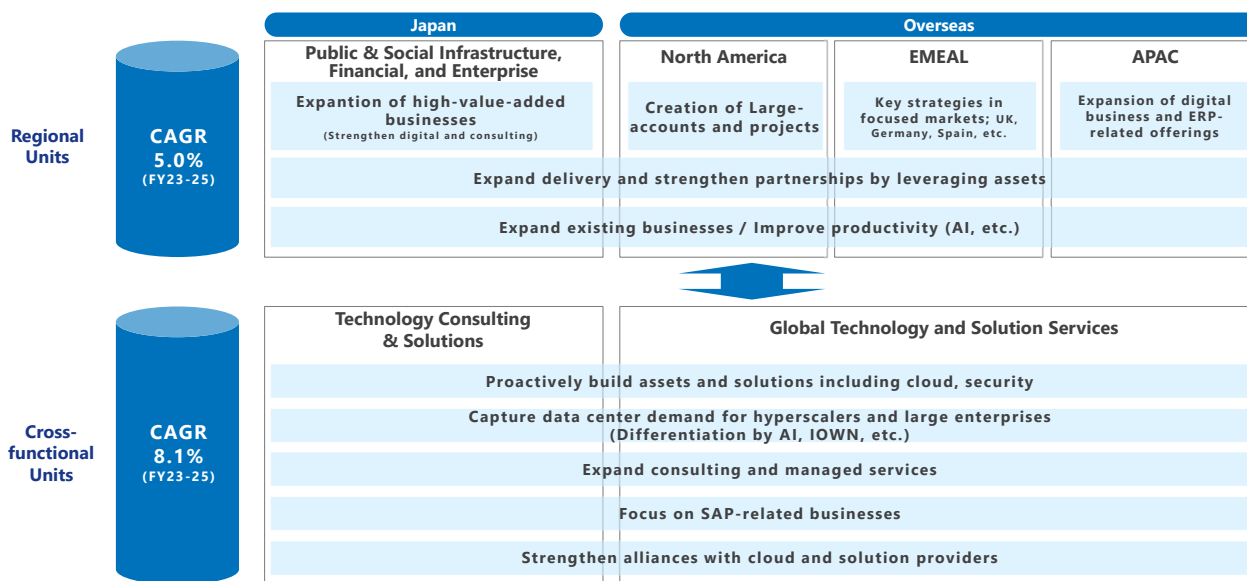
This was presented at the time of the announcement of the year-end financial results for the previous fiscal year. These are the management targets we aim to achieve in the current Medium-Term Management Plan.

Under the new executive structure, we will continue our efforts to achieve our management targets.

Please see page 13.

②-2 Strategy to achieve the Net Sales goal in FY2025 (4.7 trillion yen)

- Accelerate regional growth by leveraging cross-functional assets



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Here, I will explain our strategy to achieve one of our management targets, consolidated net sales of 4.7 trillion yen.

We will drive the growth of each region by “building assets and solutions,” “capturing data center demand,” and taking other initiatives, with cross-functional units supporting each region as a growth driver to achieve our goals.

In addition to this, each region will advance its initiatives based on “expansion of existing business / improvement of productivity” and “expansion of delivery and strengthening of partnerships through asset utilization.”

In this way, we will work to achieve consolidated net sales of 4.7 trillion yen in FY2025, with cross-functional units supporting the growth of the regional units.

Please see page 14.


③ Initiatives in the First Quarter

- Won digitization projects leveraging **implementation capabilities** such as cloud building expertise
- Won global projects by **utilizing our assets**

Projects for digitization of large-scale systems in the central government

Promote cloud integration of large-scale central government systems by leveraging cloud building expertise

TCV approx. **50 billion yen**



Integration of more than 15 systems into the cloud through repetitive functional and non-functional testing

Contribute to improvement of user experience thorough digitization support in government services

Business development in EMEAL utilizing assets

Signed a framework contract with a leading global oil & gas company for continued use of some of our assets (Included in Syntphony Stations*)



Syntphony Stations

Long-Term Relationships

Have provided solutions to thousands of client sites utilizing our assets

Newly agreed to continue long-term use

Deployed our key assets to more than **5 oil & gas companies** to contribute to effective operational management in the industry

*Syntphony Stations: A cloud-based suite of solutions for management of client's operations (sale, payments, etc.)

As for the regional unit's achievements, I will explain our efforts to expand existing business in Japan and to expand delivery through the use of assets overseas.

First is a project for digitization of a large-scale system for the central government in Japan. Leveraging our strengths in implementation capabilities such as building cloud, we have been awarded a large project worth approximately 50 billion yen to promote cloud integration for the central government.

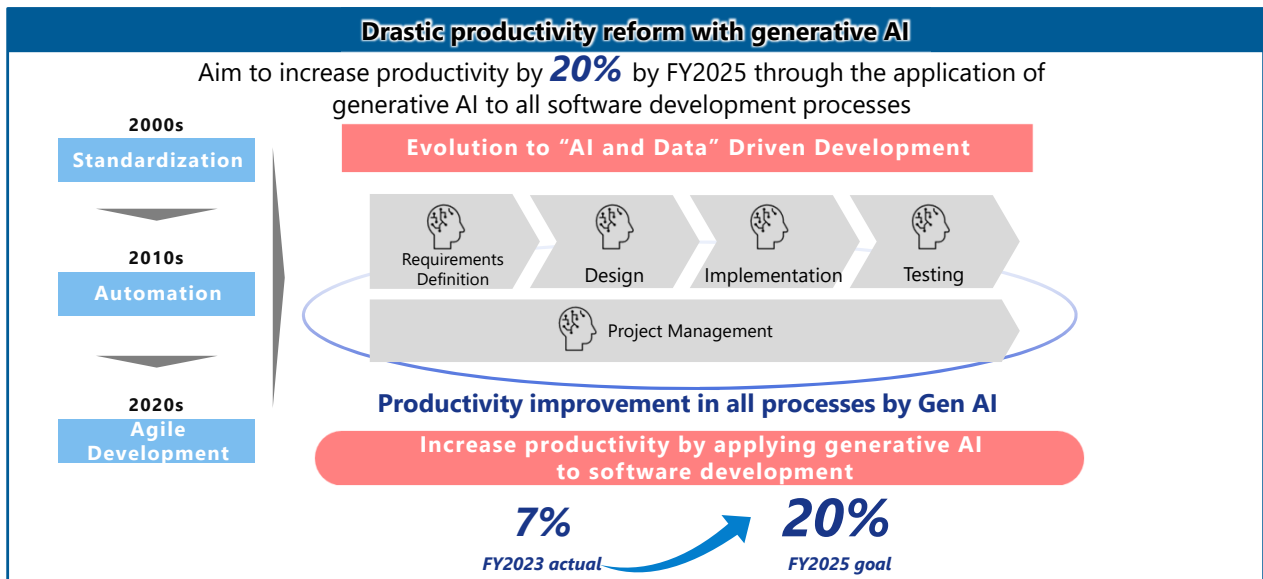
Through these efforts, we will support the digitization of administrative services and contribute to improving user convenience.

As an example of our business development utilizing assets, EMEAL has signed a framework agreement with a major global oil & gas company for the continued long-term use of our assets. We have deployed this asset to more than five clients, mainly in Europe, to support effective operational management in the energy industry.

Please see page 15.

④ Progress on Generative AI Initiatives

- Using generative AI to promote drastic productivity reform



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Here is the progress on generative AI initiatives.

As for the status of our efforts to improve productivity in software development, in FY2023, we promoted the spread of our own generative AI tools, mainly in the implementation and testing processes, and applied generative AI in 140 cases, resulting in a 7% improvement in productivity.

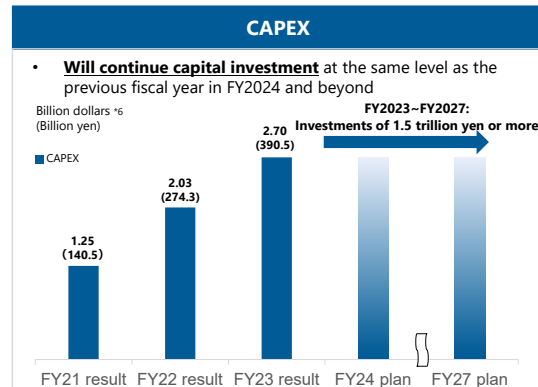
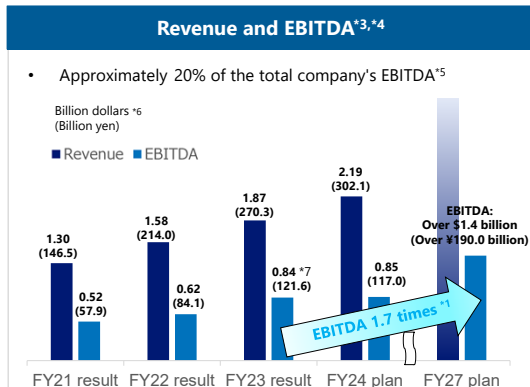
In the future, we will promote the use of generative AI not only in implementation and testing processes, but also in all processes including project management, aiming to expand the number of projects to 200 in FY2024 and 400 in FY2025, and to improve productivity by 20% in FY2025.

Please see page 16.

⑤ Progress of Data Center Business

- Revenue and EBITDA increased steadily in Q1. Aim for 1.7 times EBITDA^{*1} in FY2027 (compared to FY2023)
- Plan investment of 1.5 trillion yen or more between FY2023 and FY2027

	Revenue	EBITDA	CAPEX
FY24.Q1	\$0.59 Billion (¥91.5 billion)	\$0.19 Billion (¥29.6 billion)	\$0.41 Billion (¥64.3 billion)
FY23.Q1	\$0.40 Billion (¥54.5 billion)	\$0.16 Billion (¥21.5 billion)	\$0.43 Billion (¥59.4 billion)



*1 Growth rate on a \$ basis *2 Exchange rate FY2024 1Q results: ¥155.85

*3 These are the figures used in management accounting to calculate the income and expenses of the data center business division of Global Technology Services Unit. They include intercompany transactions between NTT, the parent company, and our group, and are calculated in a certain way, such as allocation of common expenses with other businesses of Global Technology Services Unit.

*4 EBITDA excludes depreciation of property, plant and equipment and software, amortization of intangible assets related to acquisitions, and certain common head office costs.

*5 FY2023 Actual *6 Exchange Rate FY2021: 112.42 yen, FY2022: 135.45 yen, FY2023: 144.65 yen, FY2024 ~ FY2027: 138 yen *7 Includes approx. 15.6 billion yen from the sale of the data center in North America

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Here is the progress of the data center business.

The data center business posted revenue of 0.59 billion dollars and EBITDA of 0.19 billion dollars in the first quarter, showing a steady year-on-year increase.

When customers move into our data centers, we perform initial design and construction, etc. for them. These services are somewhat less profitable than rental income, and the reason why the EBITDA margin is only approximately 32% is due to the high proportion of these services in the first quarter.

We will continue to invest aggressively to meet strong demand in the data center market, including generative AI-related demand, etc., and aim to grow EBITDA by 1.7 times compared to FY2023.

⑥ M&A Status

• Flexible acquisition of capabilities to grow our business

① JASTEC Co., Ltd. [To be a subsidiary]

- Strengthen technical capabilities with focus on migration of mission-critical systems to an open environment
- Number of Employees: **1,391** (As of Nov. 30, 2023)
- Net Sales: **20.7 billion yen** (Fiscal year ended Nov. 30, 2023)

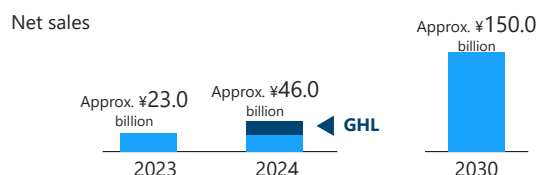
② TerraSky Co., Ltd. [Capital and Business Alliance]

- Enhance the capabilities of key technologies in CX transformation by adding one of the largest pools of Salesforce engineers in Japan and powerful brand strength.
- NTT DATA aims to **expand business scale** in CX by **50 billion yen in 3 years**

③ GHL Systems Berhad [To be a subsidiary]

- Provision of payment services with more than **480,000** payment terminals set in ASEAN
- Combining GHL Systems' **payment expertise** to create an attractive payment services

Outlook for Expansion of Payments Business Outside Japan



Next is the status of M&A.

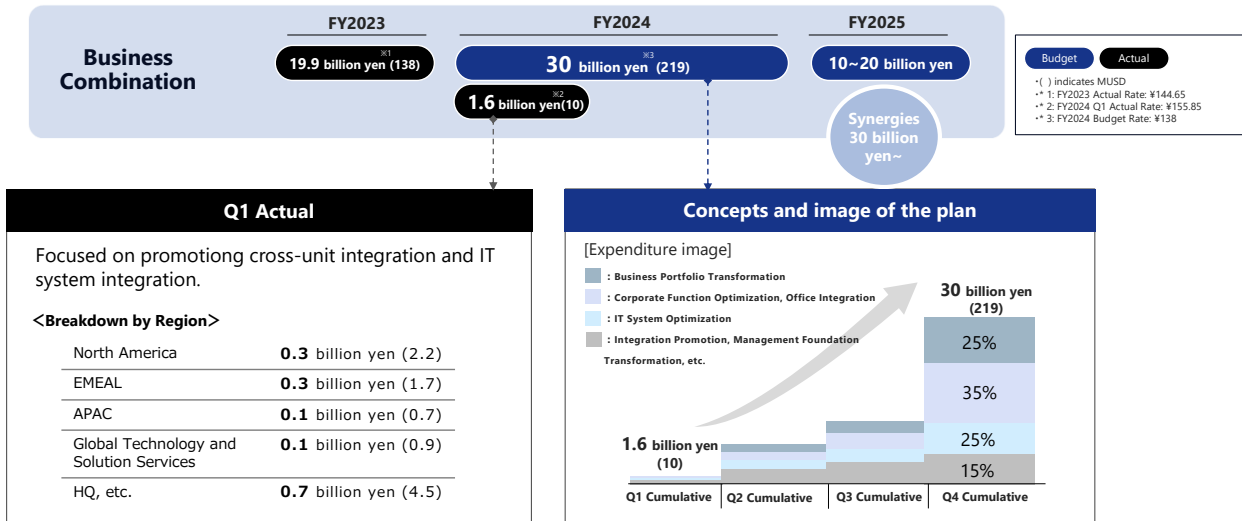
We have been considering M&A of a scale of 100 billion yen by FY2025, the period of our current Medium-Term Management Plan, with the aim of flexibly acquiring the capabilities needed to grow our domestic business.

In the first quarter, we worked on making JASTEC a subsidiary, forming a capital and business alliance with TerraSky, and making GHL Systems a subsidiary.

Please see page 18.

⑦ Overseas Business Combination

- **30 billion yen is planned for business combination costs in FY2024**, focusing on enhancing growth and competitiveness
- **Under the new structure**, we will expand our efforts toward the second half **to generate synergies from FY2025 onward**.



© 2024 NTT DATA Group Corporation () indicates MUSD. Converted at the actual rate for FY24 Q1 of 155.85 yen.

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Next is the progress of overseas business combination.

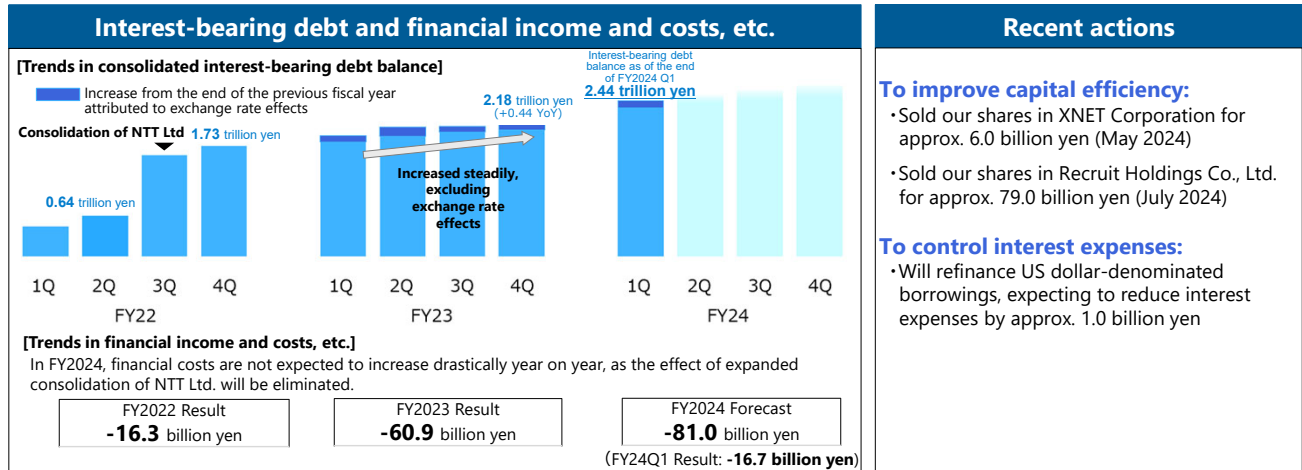
In the first quarter, 1.6 billion yen was spent mainly to promote integration projects and IT system integration throughout overseas.

We plan to spend 30 billion yen overall for business combination this fiscal year, and we will increase spending toward the second half by focusing on business portfolio transformation, corporate function optimization, and IT system optimization, in order to accelerate synergy generation.

Please see page 19.

⑧ Status of Interest-Bearing Debt and Financial Income and Costs, etc.

- In the first quarter, the consolidated interest-bearing debt balance was 2.4 trillion yen (up 266.9 billion yen from the end of the previous fiscal year, with 110.0 billion yen attributed to exchange rate effects), and the financial income and costs, etc. was -16.7 billion yen (an increase in financial costs of 6.6 billion yen from Q1 of FY2023 and 2.7 billion yen from Q4 of FY2023), **which are both on track with the forecast**
 - Controlled increase in interest-bearing debt and financial costs** through asset-light strategies including **utilization of REIT** (scheduled for FY2025)
- Recent actions we have taken include the **sale of shares** in **XNET Corporation** and **Recruit Holdings Co., Ltd.**



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Finally, I will explain the status of interest-bearing debt and financial income and costs, etc.

Consolidated interest-bearing debt balance in the first quarter was 2.4 trillion yen. Financial income and costs, etc. were -16.7 billion yen, which is in line with our forecast.

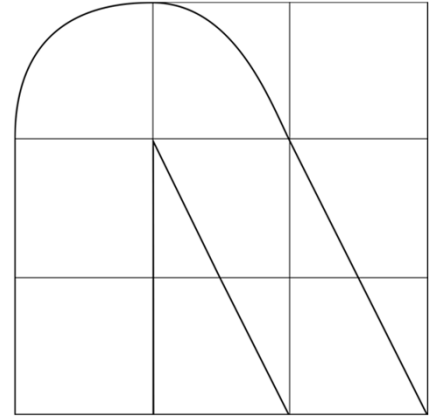
Toward FY2025, we are promoting asset-light strategies, including the use of REITs, and through these measures, we will control increases in interest-bearing debt and financial costs, etc. Most recently, we sold shares in XNET, which was a listed subsidiary of the Company, and also sold shares in Recruit, which were held as a policy shareholding, in an effort to improve capital efficiency.

This concludes my presentation. Thank you very much for your attention.

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Appendices

-Explanatory details of financial results and forecasts -



(Explanation omitted)

Overview of Consolidated Results

(Billions of yen, %)

	Q1 FYE3/2024 (Apr.-Jun.)	Q1 FYE3/2025 (Apr.-Jun.)	YoY (%)	FYE3/2024 Results (Full Year)	FYE/2025 Forecasts (Full Year)
New Orders Received ^(*)	998.3	1,464.3	+46.7	4,790.9	Excl. DC Business 4,330.0
Other than DC Business	896.7	1,066.3	+18.9	3,999.9	4,330.0
DC Business	101.5	398.0	+291.9	791.0	-
Order Backlog ^(*)	5,050.8	6,541.7	+29.5	5,859.6	Excl. DC Business 4,263.0
Other than DC Business	3,789.5	4,208.7	+11.1	4,004.5	4,263.0
DC Business	1,261.3	2,333.0	+85.0	1,855.1	-
Net Sales	1,015.0	1,112.1	+9.6	4,367.4	4,430.0
Cost of Sales	747.8	819.7	+9.6	3,172.4	3,210.0
Gross Profit	267.2	292.4	+9.4	1,195.0	1,220.0
SG&A Expenses	208.9	233.7	+11.9	885.4	884.0
Personnel Expenses	111.3	124.3	+11.7	463.9	
Outsourcing Expenses	37.0	41.9	+13.1	183.9	
Other Expenses	60.5	67.6	+11.7	237.6	
Operating Profit	58.3	58.6	+0.6	309.6	336.0
Operating Profit Margin(%)	5.7	5.3	-0.5P	7.1	7.6
Finance Income and Costs/Share of profit (loss) of investments accounted for using equity method	-10.1	-16.7	-	-60.9	-81.0
Profit Before Tax	48.2	41.9	-13.1	248.6	255.0
Income Tax Expense and Others ^(**)	20.6	20.7	+0.5	114.7	118.0
Profit Attributable to Shareholders of NTT DATA	27.7	21.2	-23.2	133.9	137.0
Capital Expenditures	114.8	126.8	+10.4	657.4	565.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles ^(***)	70.5	73.3	+3.9	281.8	304.0

(*) The FYE3/2025 forecasts for new orders received and order backlog do not include figures for the data center business (DC Business).

(**) "Income Tax Expense and Others" includes "income tax expense" and "profit attributable to non-controlling interests."

© 2024 NTT DATA Group Corporation (***) The figures for FYE 3/2020 and later are calculated excluding lease depreciation expenses.

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(Explanation omitted)

Consolidated Net Sales

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

(Billions of Yen)

		Q1 FYE3/2024 (Apr.-Jun.)	Q1 FYE3/2025 (Apr.-Jun.)	FYE3/2024 Results (Full Year)	FYE3/2025 Forecasts (Full Year)
Japan		396.4	413.7	1,718.4	1,780.0
Re-post	Public & Social Infrastructure	120.3	132.4	568.6	650.0
	Central Government and Related Agencies, Local Government, and Healthcare	62.7	80.0	323.5	395.0
	Telecom and Utility	32.5	27.7	131.2	131.0
	Financial	138.0	139.6	575.5	576.0
	Major Financial Institutions	53.4	54.5	223.8	233.0
	Regional Financial Institutions, Cooperative Financial Institutions	44.7	43.4	180.2	165.0
	Financial Infrastructure/Network Services, Insurance	35.5	36.8	150.4	158.0
	Enterprise	119.9	121.9	491.7	523.0
	Manufacturing and Services	21.2	26.7	91.0	113.0
	Retail and Consumer Packaged Goods	27.8	27.1	105.8	125.0
Consulting and Payments	71.0	68.1	294.9	285.0	
Overseas		615.5	695.0	2,636.3	2,640.0

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

Consulting	121.0	143.3	537.6	550.0
Integrated IT Solution	170.3	168.4	688.2	700.0
System & Software Development	168.9	184.1	777.4	790.0
Maintenance & Support	248.8	276.0	1,034.3	1,040.0
Data Center ^(*) (**)	56.1	93.1	281.4	300.0
Communication Terminal Equipment Sales, etc. and others ^(**)	249.7	247.3	1,048.5	1,050.0
Net Sales by Products and Services Total	1,015.0	1,112.1	4,367.4	4,430.0

(*) With the transition to a new global operating structure in April 2024, the classification has been changed to "Data Center" and "Communication Terminal Equipment Sales, etc. and others" from FY3/2025. The "FYE3/2024 Results" shows figures after reclassification.

(**) Mainly consists of the figures for the data center business operated by Global Technology Services Unit.

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(Explanation omitted)

Consolidated New Orders Received and Order Backlog

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

(Billions of Yen)

	Q1 FYE3/2024 (Apr.-Jun.)	Q1 FYE3/2025 (Apr.-Jun.)	FYE3/2024 Results (Full Year)	FYE3/2025 Forecasts (Full Year)
Japan	391.4	464.1	1,646.7	1,650.0
Re-post				
Public & Social Infrastructure	164.5	220.8	675.1	657.0
Central Government and Related Agencies, Local Government, and Healthcare	101.6	158.2	432.5	409.0
Telecom and Utility	28.6	22.1	118.2	124.0
Financial	127.8	132.9	527.7	530.0
Major Financial Institutions	47.0	60.2	226.8	247.0
Regional Financial Institutions, Cooperative Financial Institutions	56.3	43.6	199.0	167.0
Financial Infrastructure/Network Services, Insurance	20.5	21.9	81.5	91.0
Enterprise	82.8	93.9	381.3	405.0
Manufacturing and Services	12.6	26.7	78.2	106.0
Retail and Consumer Packaged Goods	23.3	25.0	92.3	114.0
Consulting and Payments	46.9	42.1	210.9	185.0
Overseas ^(*)	602.9	997.2	3,124.3	Excl. DC Business 2,670.0

Details of Consolidated Order Backlog

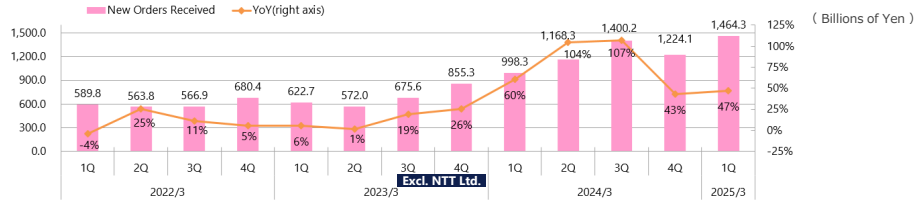
Order Backlog ^(*)	5,050.8	6,541.7	5,859.6	Excl. DC Business 4,263.0
Re-post				
Japan	1,673.5	1,866.2	1,764.1	1,871.0
Public & Social Infrastructure	609.1	771.0	677.3	689.0
Financial	864.3	888.9	883.3	910.0
Enterprise	172.5	178.8	177.5	181.0
Overseas ^(*)	3,373.1	4,671.4	4,090.5	Excl. DC Business 2,374.0

(*) The FYE3/2025 forecasts for new orders received and order backlog do not include figures for the data center business (DC Business).

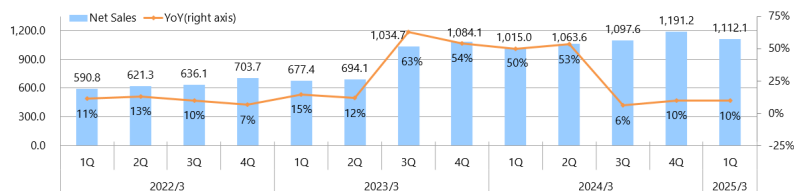
(Explanation omitted)

Trends in Quarter (Consolidated)

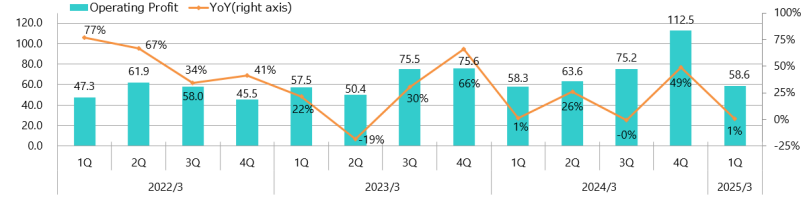
■ New Orders Received(*)



■ Net Sales



■ Operating Profit



(*) NTT Ltd. has been consolidated since Q3 FYE3/2023. Net sales and operating profit include NTT Ltd. from Q3 FYE3/2023, and is included from FYE3/2024.

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(Explanation omitted)

Consolidated Statement of Financial Position

Breakdown items are reposted information

(Billions of yen)

	As of March 31, 2024	As of June 30, 2024	Difference from the end of the previous fiscal year (Amount)
Current assets	2,433.0	2,517.8	+84.8
Cash and cash equivalents	431.8	517.2	+85.5
Trade and other receivables	1,283.4	1,158.8	-124.6
Inventories	51.2	66.6	+15.3
Assets held for sale	4.5	0.4	-4.1
Non-current assets	4,786.5	5,082.8	+296.3
Property, plant and equipment	1,914.4	2,062.2	+147.8
Intangible assets	693.7	707.4	+13.7
Goodwill	1,321.8	1,439.9	+118.1
Deferred tax assets	234.9	235.6	+0.7
Total assets	7,219.4	7,600.6	+381.1
Current liabilities	2,513.9	2,827.2	+313.3
Trade and other payables	459.8	419.4	-40.4
Contract liabilities	480.7	490.5	+9.8
Bonds and borrowings	755.8	1,109.4	+353.6
Non-current liabilities	1,925.1	1,852.1	-73.0
Bonds and borrowings	1,419.5	1,332.8	-86.7
Lease liabilities	206.1	212.8	+6.7
Total liabilities	4,439.0	4,679.3	+240.3
Equity attributable to shareholders of NTT DATA	1,719.2	1,805.0	+85.8
Non-controlling interests	1,061.2	1,116.3	+55.1
Total equity	2,780.4	2,921.3	+140.9
Total liabilities and equity	7,219.4	7,600.6	+381.1
[Repost] Balance of interest-bearing debt	2,175.3	2,442.2	+266.9

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(Explanation omitted)

The logo for NTT Data, featuring the company name in white, bold, sans-serif capital letters centered on a solid blue rectangular background.

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(Explanation omitted)