

Company Presentation for
the Fiscal Year ended March 31, 2017

May 10, 2017
NTT DATA Corporation

This English text is a translation of
the Japanese original. The Japanese
Original is authoritative.

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I am the President and Chief Executive Officer, and the Representative Director,
Toshio Iwamoto.

Thank you for your participation today during your busy schedule.

Now let me start sharing you the review for the outline of the fiscal year ending
March 31, 2017.

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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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(Description abbreviated)

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Results for Fiscal Year Ended March 31, 2017

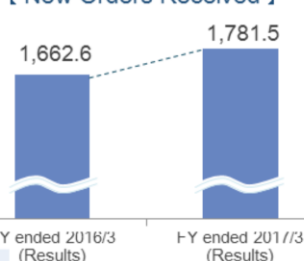
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Results for Fiscal Year Ended March 31, 2017

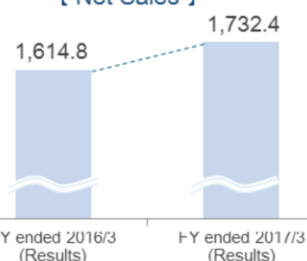
((Billions of Yen, %,
【Excluding Cash Dividends per share (JPY)】)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (Amount)	YoY (Rate)	
New Orders Received	1,662.6	1,781.5	+118.9	+7.2%	➔
Net Sales	1,614.8	1,732.4	+117.5	+7.3%	➔
Operating Income w/o goodwill amortization	112.9	134.3	+21.3	+18.9%	➔
Operating Income	100.8	117.1	+16.2	+16.1%	➔
Net income attributable to owners of parent w/o goodwill amortization	75.4	82.9	+7.4	+9.9%	➔
Net income attributable to owners of parent	63.3	65.6	+2.3	+3.7%	➔
Cash Dividends per share (JPY)	70 yen	75 yen	+5 yen	+7.1%	➔

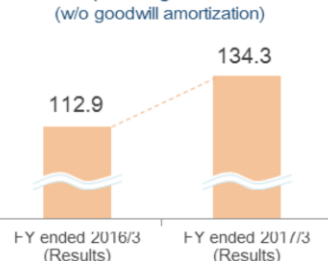
【 New Orders Received 】



【 Net Sales 】



【 Operating Income 】
(w/o goodwill amortization)



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Let me explain the results for the fiscal year ended March 31, 2017.

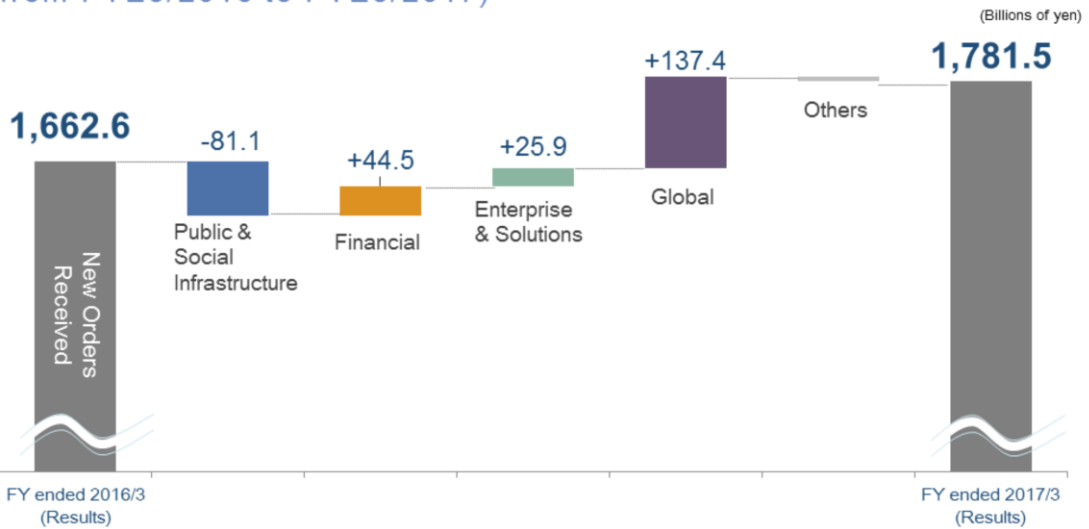
Each of the new orders received, net sales, and operating income increased from the previous fiscal year, so the fiscal year was quite successful.

For the results of the fiscal year ended March, 2017, the NTT DATA EMEA's consolidated accounting period extended to 15 months due to the unification of accounting periods, and the 3 months results of the acquired former Dell Services are included. Additionally, though the negative impact due to yen appreciation in foreign exchange has shown for 66 billion yen in new orders received and 60 billion yen in net sales, supplementing those negative impacts and achieving a positive growth, new orders received and net sales increased more than 100 billion yen from the previous fiscal year.

Since transferring to IFRS from the next fiscal year ending March 31, 2019, the "operating income before goodwill amortization" is also disclosed from this fiscal year.

For the cash dividend per share in the fiscal year ending March, 2018, 70 yen was expected, but 5 yen increased referring the favorable account settlement at this fiscal year.

New Orders Received: YoY Changes by Business Segment (from FYE3/2016 to FYE3/2017)



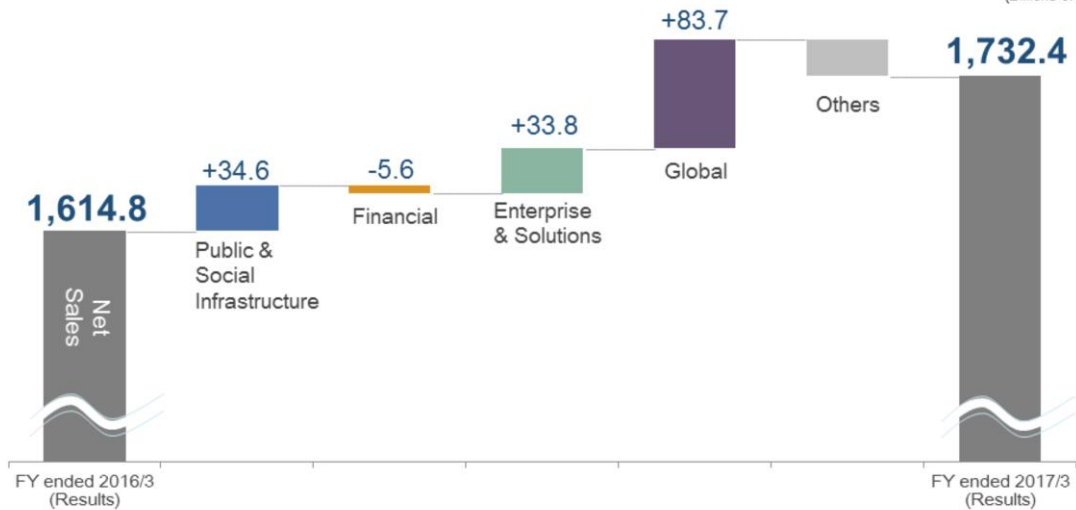
Public & Social Infrastructure	Decreased mainly due to a reactionary decline in large-scale projects for government ministries in the previous fiscal year, and a decrease in businesses for the utilities industry.
Financial	Increased principally as a result of winning large-scale projects for banks.
Enterprise & Solutions	Increased reflecting the expansion of businesses mainly for the manufacturing industry and digital-related businesses.
Global	Increased due to the acquisition of Dell Services in North America, large contract wins in Australia and Spain, and the unification of accounting periods of European subsidiaries, etc., despite a decrease due to foreign exchange.



New orders received in the Public & Social Infrastructure slightly decreased from the previous fiscal year and this is due to a reactionary decline in large-scale projects received in the previous fiscal year, so this figure is not unsatisfactory for us. New orders received in the Global increased by 137.4 billion yen from the previous fiscal year mainly due to the additional 3 months coming from the consolidation with acquired former Dell Services and the winning of the large contracts for multiple years in Australia and Spain.

Net Sales: YoY Changes by Business Segment (from FYE3/2016 to FYE3/2017)

(Billions of yen)



Public & Social Infrastructure	Increased mainly reflecting the expansion of businesses for government ministries and so on, despite a decrease in businesses for the utilities industry.
Financial	Decreased due to a reactionary decline in large-scale projects in the previous fiscal year despite the expansion of businesses for banks.
Enterprise & Solutions	Increased reflecting the expansion of businesses for the logistics and services as well as digital-related business.
Global	Increased as a result of the acquisition of Dell Services in North America, and the unification of accounting periods of European subsidiaries and the expansion of businesses, etc., despite the impact of a decrease due to foreign exchange.

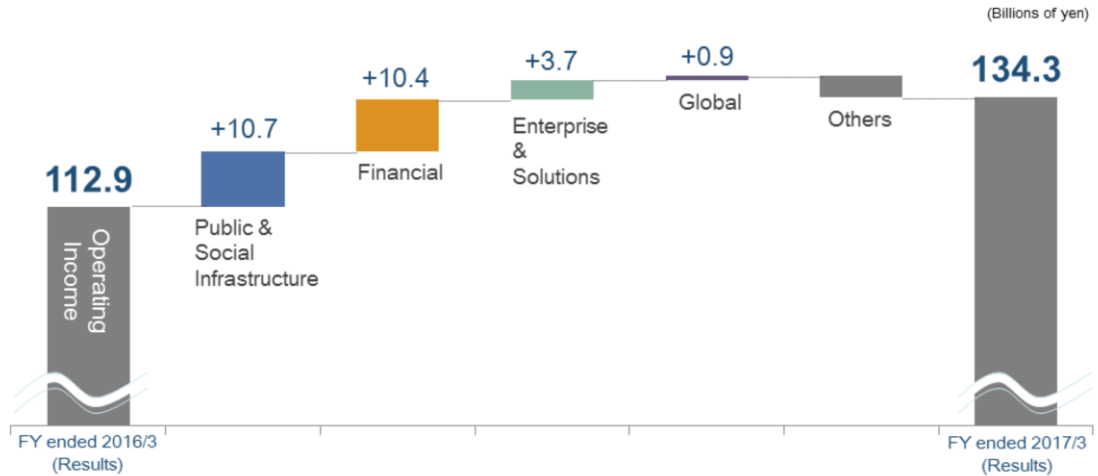
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While net sales in Financial slightly decreased due to a reactionary decline in large-scale projects of the previous fiscal year, net sales in other segments increased steadily. Net sales in Global significantly increased due to the acquisition of the former Dell Services and the increase the number of consolidated months by the unification of accounting periods of European subsidiaries, as mentioned earlier.

Operating Income w/o Goodwill Amortization: YoY Changes by Business Segment (from FYE3/2016 to FYE3/2017)



Public & Social Infrastructure	Increased due mainly to sales growth and a decrease in unprofitable projects.
Financial	Increased due to a decrease in unprofitable projects, and the improvement in cost rate mainly attributable to a decrease in depreciation and amortization.
Enterprise & Solutions	Increased due mainly to growth in sales.
Global	Despite the advisory expenses associated with the acquisition of Dell Services in North America, operating income increased due to contribution by Dell Services to the increase in profit as well as the improvement of profitability of European subsidiaries.

Moving on to operating income. Operating income after goodwill amortization was 117.1 billion yen although forecasted 105 billion yen at the beginning of the term. Operating income before goodwill amortization in all the segments increased from the previous fiscal year. Decreasing unprofitable projects in the Public & Social Infrastructure and Financial greatly contributed to a substantial increase in operating income. The unprofitable projects were estimated around 8 billion yen at the beginning of the period, and forecasted around 6 billion yen at the announcement of financial statements of 2Q. The result was 7.4 billion yen, falling below 8 billion, the estimate at the beginning of the period, so we consider it is in control. For Global, though some temporary factors there for the expense increase, the result is positive and we see it is good.

Public & Social Infrastructure (from FYE3/2016 to FYE3/2017)

(Billions of Yen, %)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (Amount)	YoY (Rate)	
New Orders Received	401.1	319.9	-81.1	-20.2%	
Net Sales	420.8	455.4	+34.6	+8.2%	
Operating Income	33.4	44.1	+10.7	+32.1%	
Segment Profit(*)	32.2	43.9	+11.7	+36.4%	



(*)Segment Profit is income before income taxes

New orders received	Decreased mainly due to a reactionary decline in large-scale projects for government ministries in the previous fiscal year, and a decrease in businesses for the utilities industry.
Net sales	Increased mainly reflecting the expansion of businesses for government ministries and so on, despite a decrease in businesses for the utilities industry.
Operating income	Increased due mainly to sales growth and a decrease in unprofitable projects.

(Description abbreviated)

Financial (from FYE3/2016 to FYE3/2017)

(Billions of Yen, %)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (Amount)	YoY (Rate)	
New Orders Received	520.9	565.5	+44.5	+8.6%	
Net Sales	523.6	518.0	-5.6	-1.1%	
Operating Income	31.9	42.3	+10.4	+32.5%	
Segment Profit(*)	34.0	41.5	+7.5	+22.1%	

(*)Segment Profit is income before income taxes

New orders received Increased principally as a result of winning large-scale projects for banks.

Net sales Decreased due to a reactionary decline in large-scale projects in the previous fiscal year despite the expansion of businesses for banks.

Operating income Increased due to a decrease in unprofitable projects, and the improvement in cost rate mainly attributable to a decrease in depreciation and amortization.

(Description abbreviated)

Enterprise & Solutions (from FYE3/2016 to FYE3/2017)

(Billions of Yen, %)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (Amount)	YoY (Rate)	
New Orders Received	220.9	246.9	+25.9	+11.7%	
Net Sales	391.8	425.6	+33.8	+8.6%	
Operating Income	32.6	36.3	+3.7	+11.4%	
Segment Profit(*)	48.0	51.8	+3.7	+7.9%	

(*)Segment Profit is income before income taxes

New orders received Increased reflecting the expansion of businesses mainly for the manufacturing industry and digital-related businesses.

Net sales Increased reflecting the expansion of businesses for the logistics and services as well as digital-related business.

Operating income Increased due mainly to growth in sales.

Segment Profit As in the previous fiscal year, gains on sale of investment securities were recorded.

(Description abbreviated)

Global (from FYE3/2016 to FYE3/2017)

(Billions of Yen,%)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (Amount)	YoY (Rate)	
New Orders Received	502.7	640.1	+137.4	+27.3%	
Net Sales	519.6	603.3	+83.7	+16.1%	
EBITA ^{(*)1}	26.6 (5.1% *3)	28.1 (4.7% *3)	+1.4	+5.3%	
Operating Income w/o goodwill amortization	12.7	13.6	+0.9	+7.5%	
Operating Income	0.8	-3.3	-4.1	-	
Segment Profit ^{(*)2}	-4.8	-26.0	-21.1	-437.3%	

(*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 due to the acquisition of Dell Services in North America, large contract wins in Australia and Spain, and the unification of accounting periods of European subsidiaries, etc., despite a decrease due to foreign exchange.
Net sales	Increased as a result of the acquisition of Dell Services in North America, and the unification of accounting periods of European subsidiaries and the expansion of businesses, etc., despite the impact of a decrease due to foreign exchange.
EBITA	Despite the advisory expenses associated with the acquisition of Dell Services in North America, EBITA increased due to contribution by the relevant acquisition to the increase in profit as well as the improvement of profitability of European subsidiaries.
Segment Profit	Decreased due to acquisition expenses and loss on restructuring of subsidiaries and affiliates.

Global enjoyed very brisk net sales and new orders received, with its net sales exceeding 600 billion yen. Also disclosed EBITA from this fiscal year. The EBITA to net sales ratio decreased in the fiscal year ended March, 2017 on year-on-year basis and this is due to several transitory factors of increased costs, including the advisory expenses for over 4 billion yen associated with the acquisition of the former Dell Services in North America, and therefore, we have concluded that the ratio increased from the previous period. Segment Profit decreased considerably. This is mainly due to transitory costs, including loss on restructuring of subsidiaries and affiliates related to the acquisition of the former Dell Services in North America, and acquisition expenses related to everis Spain acquired 3.5 years ago, as I mentioned when stating the result of 2Q, so please understand those are the specific factors for the fiscal year ended March, 2017.

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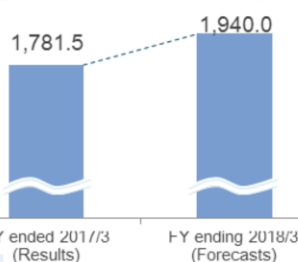
Full Year Forecasts of Business Performance for FY Ending March 31, 2018

(Description abbreviated)

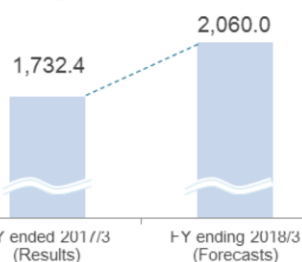
Full Year Forecasts of Business Performance for FY Ending March 31, 2018

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	(Billions of Yen, %, 【Excluding Cash Dividends per share (JPY)】)
New Orders Received	1,781.5	1,940.0	+158.4	+8.9%	➔
Net Sales	1,732.4	2,060.0	+327.5	+18.9%	➔
Operating Income w/o goodwill amortization	134.3	144.0	+9.6	+7.2%	➔
Operating Income	117.1	120.0	+2.8	+2.5%	➔
Net income attributable to owners of parent w/o goodwill amortization	82.9	83.0	+0	+0.1%	➔
Net income attributable to owners of parent	65.6	59.0	-6.6	-10.2%	➔
Cash Dividends per share (JPY)	75 yen	75 yen	-	-	➔

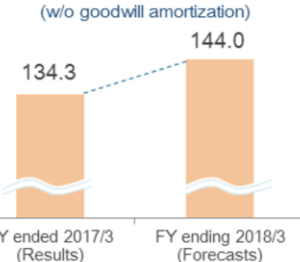
【 New Orders Received 】



【 Net Sales 】



【 Operating Income (w/o goodwill amortization) 】



As full year forecasts of business performance for the fiscal year ending March, 2018, we forecast that new orders received and net sales will be 1 trillion and 940 billion yen and over 2 trillion yen, respectively.

The former Dell Services' consolidated accounting period has been changed to 12 months, and these forecasts include the impact on our consolidated results of the fact which the consolidated accounting period has been extended by 2 months to 14 months due to the unification of accounting periods for IFRS. In addition, everis' business performance over 15 months will be consolidated as its accounting period will also be unified. Both impacts of the unification of accounting periods increase net sales by approx. 90 billion yen, so we have recognized net sales has not exceeded 2 trillion yen yet. Operating income after goodwill amortization is expected to be 117.1 billion yen in the fiscal year ended March, 2017, and 120 billion yen in the fiscal year ending March, 2018. We increased the cash dividend per share by 5 yen in the fiscal year ended March, 2017, and expected to increase to 75 yen in the fiscal year ending March, 2018. Net income decreased from the previous fiscal year since we have included an expense of approx. 15 billion yen needed to develop IT systems for the restructuring and integration of the former Dell Services promoted over 1.5 years as an extraordinary loss.

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

(Billions of yen)



Public & Social Infrastructure	Expected to increase due to the impact of expansion of projects for government ministries, etc.
Financial	Expected to decrease due to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
Enterprise & Solutions	Expected to increase due to the expansion of digital-related businesses including M&A in the previous fiscal year.
Global	Expected to increase mainly reflecting the acquisition of Dell Services in North America, and temporary increase in the number of months of consolidated accounting associated with the unification of accounting periods of the Group companies.

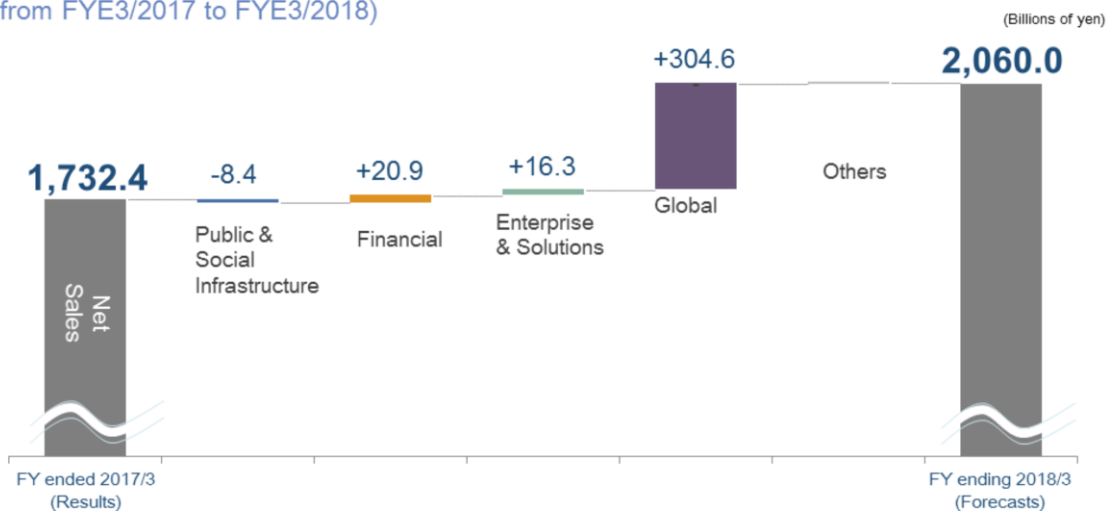
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New orders received in the segments other than the Financial are expected to be increasing steadily. New orders received in the Financial decreased by approx. 190 billion yen and this is due to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the fiscal year ended March, 2017. Although new orders received in the fiscal year ending March, 2018 are expected to fall drastically from the previous fiscal year, we think this will not have a negative impact on net sales since sales from those projects received in the fiscal year ended March, 2017 are reported for the future several years. New orders received in Global are forecasted to increase due to the acquisition of the former Dell Services and the unification of accounting periods.

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



Public & Social Infrastructure	Expected to decrease due mainly to the impact of a reactionary decline of the services for government ministries in the previous fiscal year.
Financial	Expected to increase reflecting the expansion of businesses for banks and cooperative financial institutions.
Enterprise & Solutions	Expected to increase due to the expansion of digital-related businesses including M&A in the previous fiscal year in addition to the increase in the businesses for manufacturing, logistics, services and payments.
Global	Expected to increase due to the acquisition of Dell Services in North America and temporary increase in the number of months of consolidated accounting associated with the unification of accounting periods of the Group companies in adding to organic growth.

Net sales in the Public & Social Infrastructure are expected to decrease. This is mainly due to the impact of a reactionary decline of the previous fiscal year and we think there is no major problem since they are surely received the orders of the bidding projects which we should win. The same as new orders received, net sales in Global are expected to significantly increase due to the acquisition of the former Dell Services and the unification of accounting periods of the group companies.

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

(Billions of yen)







Public & Social Infrastructure	Expected to increase due mainly to the decrease in unprofitable projects despite the impact of decrease in sales.
Financial	Expected to increase due mainly to growth in sales.
Enterprise & Solutions	Expected to increase due mainly to growth in sales.
Global	Expected to increase mainly reflecting the decrease in advisory expenses associated with the acquisition of Dell Services in North America in the previous fiscal year, and temporary increase in the number of months of consolidated accounting relating to the unification of accounting periods of the Group companies in addition to the impact of growth in sales.
Others	"Investments in new fields" are taken into consideration.

Operating income before goodwill amortization in all the segments is expected to increase due mainly to growth in sales. Operating income in the Public & Social Infrastructure is expected to increase due mainly to the further decrease in unprofitable projects despite the impact of decrease in sales.

I will also explain the item "Others". Since technologies in the IT industry are making remarkable progress, our company is considering investing in new fields as much as we can. Therefore, the investment for the new areas approx. 7 billion yen are included in "Others" mainly as a R&D expense and would like to add more resource.

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

(Billions of Yen,%)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	319.9	357.0	+37.0	+11.6%	
Net Sales	455.4	447.0	-8.4	-1.8%	
Operating Income	44.1	45.0	+0.8	+1.9%	
Segment Profit(*)	43.9	45.0	+1.0	+2.3%	




(*)Segment Profit is income before income taxes

New orders received	Expected to increase due to the impact of expansion of projects for government ministries, etc.
Net sales	Expected to decrease due mainly to the impact of a reactionary decline of the services for government ministries in the previous fiscal year.
Operating income	Expected to increase due mainly to the decrease in unprofitable projects despite the impact of decrease in sales.

(Description abbreviated)

Financial (from FYE3/2017 to FYE3/2018)

(Billions of Yen, %)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	565.5	380.0	-185.5	-32.8%	
Net Sales	518.0	539.0	+20.9	+4.0%	
Operating Income	42.3	44.0	+1.6	+3.8%	
Segment Profit(*)	41.5	45.0	+3.4	+8.2%	





(*)Segment Profit is income before income taxes

New orders received	Expected to decrease due to a reactionary decline in large-scale projects for banks and cooperative financial institutions in the previous fiscal year.
Net sales	Expected to increase reflecting the expansion of businesses for banks and cooperative financial institutions.
Operating income	Expected to increase due mainly to growth in sales.

(Description abbreviated)

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

(Billions of Yen, %)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	246.9	254.0	+7.0	+2.9%	
Net Sales	425.6	442.0	+16.3	+3.8%	
Operating Income	36.3	37.0	+0.6	+1.7%	
Segment Profit(*)	51.8	37.0	-14.8	-28.7%	

(*)Segment Profit is income before income taxes

New orders received	Expected to increase due to the expansion of digital-related businesses including M&A in the previous fiscal year.
Net sales	Expected to increase due to the expansion of digital-related businesses including M&A in the previous fiscal year in addition to the increase in the businesses for manufacturing, logistics, services and payments.
Operating income	Expected to increase due mainly to growth in sales.
Segment Profit	Expected to decrease due mainly to the decline in gains on sale of investment securities in the previous fiscal year.

The Segment Profit in Enterprise & Solutions is expected to decrease by 14.8 billion yen from the previous fiscal year. This is the reactionary decline in gains of approx. 15 billion yen on the sale of investment securities in the previous fiscal year ended March, 2017, and does not mean there is a negative factor in our businesses.

Global (from FYE3/2017 to FYE3/2018)

(Billions of Yen, %)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	640.1	943.0	+302.8	+47.3%	
Net Sales	603.3	908.0	+304.6	+50.5%	
EBITA ^(*)1)	28.1 (4.7% ^(*)3))	55.0 (6.1% ^(*)3))	+26.8	+95.6%	
Operating Income w/o goodwill amortization	13.6	29.0	+15.3	+112.2%	
Operating Income	-3.3	5.0	+8.3	-	
Segment Profit ^(*)2)	-26.0	-13.0	+13.0	+50.1%	

(*)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 before income taxes

(*)3) EBITA margin (EBITA to net sales ratio)



New orders received	Expected to increase mainly reflecting the acquisition of Dell Services in North America, and temporary increase in the number of months of consolidated accounting associated with the unification of accounting periods of the Group companies.
Net sales	Expected to increase due to the acquisition of Dell Services in North America and temporary increase in the number of months of consolidated accounting associated with the unification of accounting periods of the Group companies in addition to organic growth.
EBITA	Expected to increase reflecting the decrease in advisory expenses associated with the acquisition of Dell Services in North America in the previous fiscal year, and temporary increase in the number of months of consolidated accounting relating to the unification of accounting periods of the Group companies in addition to the impact of growth in sales.
Segment Profit	Expected to increase due mainly to the decrease in the expenses associated with the acquisition in the previous fiscal year.

Net sales in Global are expected to exceed 900 billion yen for the impact of the acquisition of the former Dell Services and the unification of accounting periods of our group companies including everis. Operating income will reach a certain level after transferring to IFRS in the fiscal year ending March, 2019, since the EBITA to net sales ratio is expected to be more than 6% and goodwill amortization to be excluded.

The Segment Profit includes the former Dell Services' IT system integration and restructuring expenses, as I mentioned earlier.

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

(Billions of Yen, %)

	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	YoY (Amount)	YoY (Rate)	
New Orders Received	287.0	556.0	+269.0	+93.8%	
Net Sales	251.1	513.0	+261.8	+104.3%	
EBITA ^(*)	16.7 ^{(6.7% ^{*(2)})}	36.0 ^{(7.0% ^{*(2)})}	+19.2	+114.4%	

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

Net sales in North America are expected to exceed 500 billion yen, the same level as in the Financial, so, we will disclose the details from now. The EBITA to net sales ratio is expected to be approx. 7%.

Stock split of NTT DATA Corporation

**Before
stock split**



Record date : June 30, 2017

**After
stock split**



Effective date : July 1, 2017

On the record date of June 30, 2017, our existing share is split into five shares. Since our current share price is over 5,000 yen and 100-share trading unit is around 500,000 yen, and after the stock split, 100 shares will be approx. 100,000 yen, making it easy for individual investors to hold our stocks.

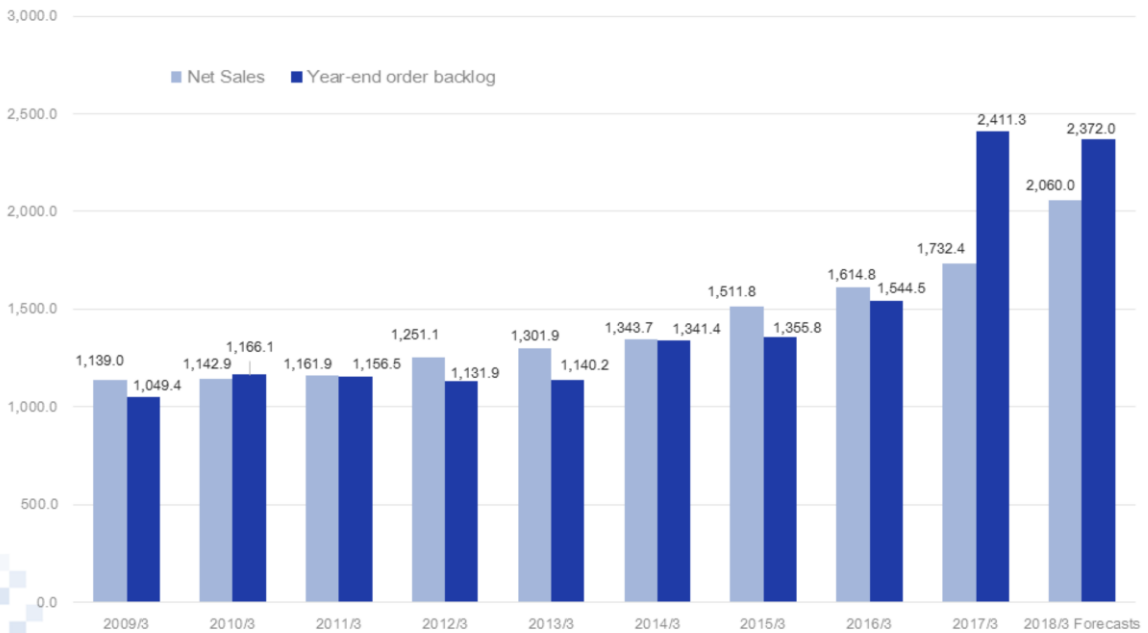
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Medium-to-Long Term Future Financial Trends

Let me share our Medium-to-Long term financial trends from this time.

Trend of Order Backlog and Net Sales

(Billions of yen)



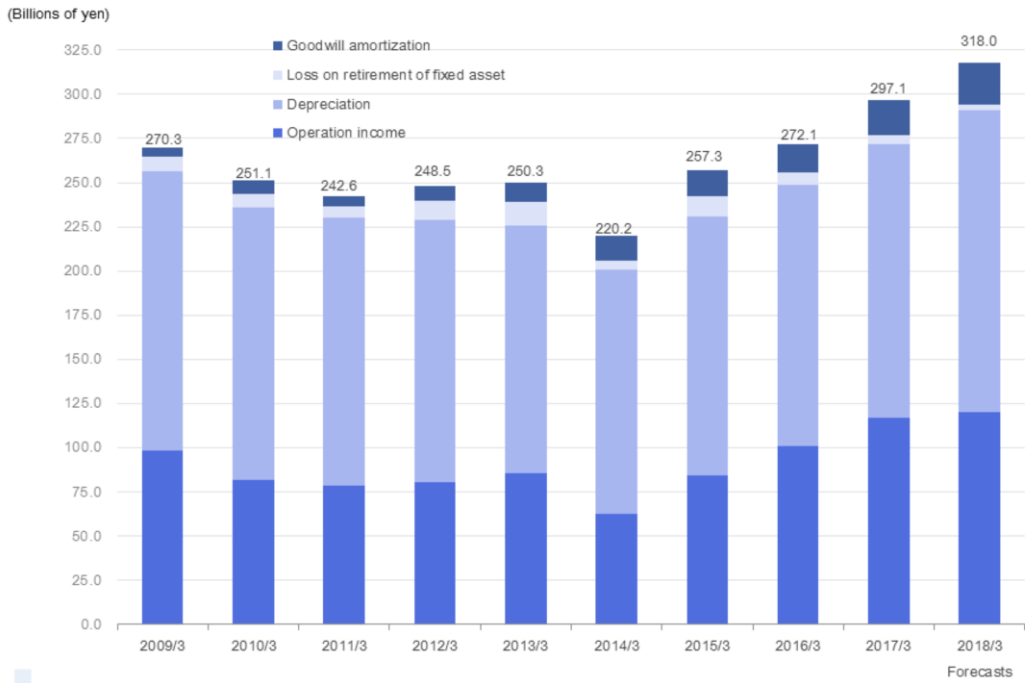
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This shows the trends of net sales and the fiscal year-end order backlog over 10 years. Though order backlog and net sales remained the same until the fiscal year ended March, 2016, order backlog increased by approx. 700 billion yen to over 2 trillion and 400 billion yen in the fiscal year ended March, 2017 due to the acquisition of the former Dell Services. The order backlog in the fiscal year ending March, 2018 will also keep 2 trillion and 372 billion yen, so would like you to understand that our management condition is quite steady. Also reminding you the contribution of receiving order of large scale financial project in the fiscal year ended March, 2017.

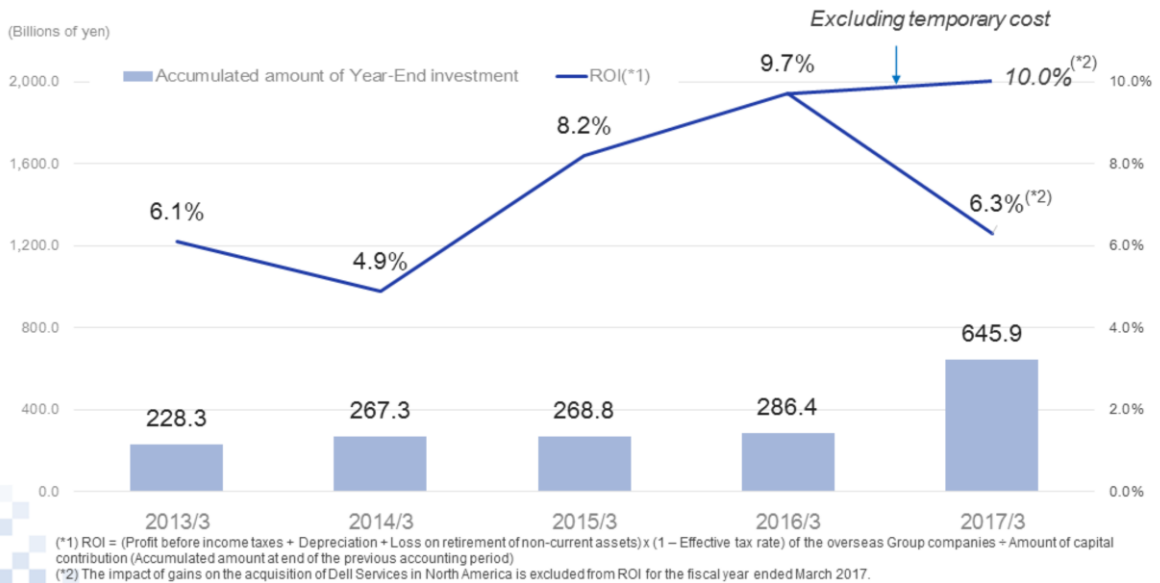
EBITDA Trend



We also report the EBITDA trend from this time. As you can see, EBITDA changes favorably and is expected to exceed 300 billion yen in the fiscal year ending March, 2018.

M&A spend and ROI Trends (outside Japan)

ROI of the fiscal year ended March 2017 declined due to the occurrence of temporary cost (associated with the acquisition)



As we receive the questions on M&A spend outside Japan very often, we report the ROI trends over the past 5 years. Let me explain “temporary cost” in the fiscal year ended March, 2017. As I explained when stating the result of 2Q, we incurred in the fiscal year ended March, 2017 the temporary cost associated with the acquisition of everis 3.5 years ago. ROI excluding these cost is indicated as “Excluding temporary cost”, and we think we have produced satisfactory results from overseas investment since the figure is around 10%.

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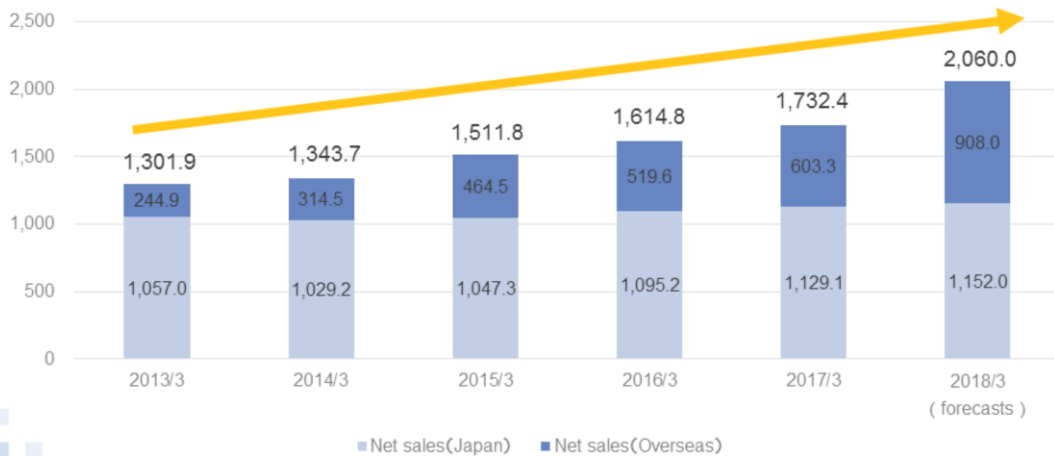
Progress of Mid-term Management Plan

(Description abbreviated)

Continue sustainable growth

Net sales is expected to exceed 2 trillion yen in FY2018/3 due to consolidations effects of large M&As. NTT DATA continuously aims to grow business both in Japan and overseas markets.

Japan and Overseas Sales Trends
(Billions of yen)



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NTT DATA

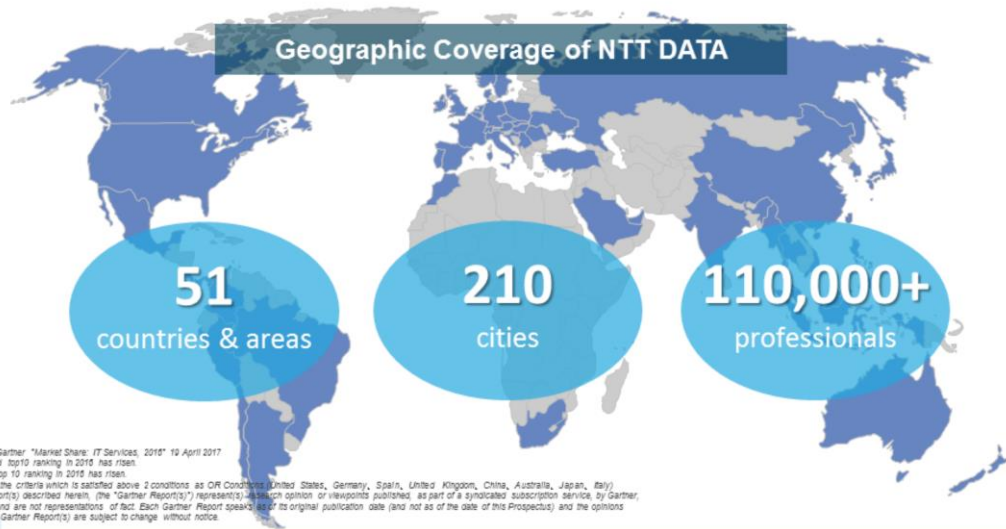
Moving on to the progress of the Medium-term management plan. This is the 2nd year since we implemented the Medium-term management plan in the fiscal year ended March, 2017, and the next fiscal year will be the final fiscal year. Though net sales are expected to exceed 2 trillion yen in the fiscal year ending March, 2018, we assume our real net sales will not have reached 2 trillion yen due to temporary factors including the impact of the unification of accounting periods. We would like our real net sales to exceed 2 trillion yen in the next fiscal year ending March, 2019.

Overseas net sales are expected to reach 908 billion yen, approx. 44% of the total net sales, which means we are approaching the target in the Medium-term management plan.

Enhancing Our Local Presence

We have expanded global geographic coverage and enhanced our local presence (*) in eight countries.

We continue to win more market share in each country.



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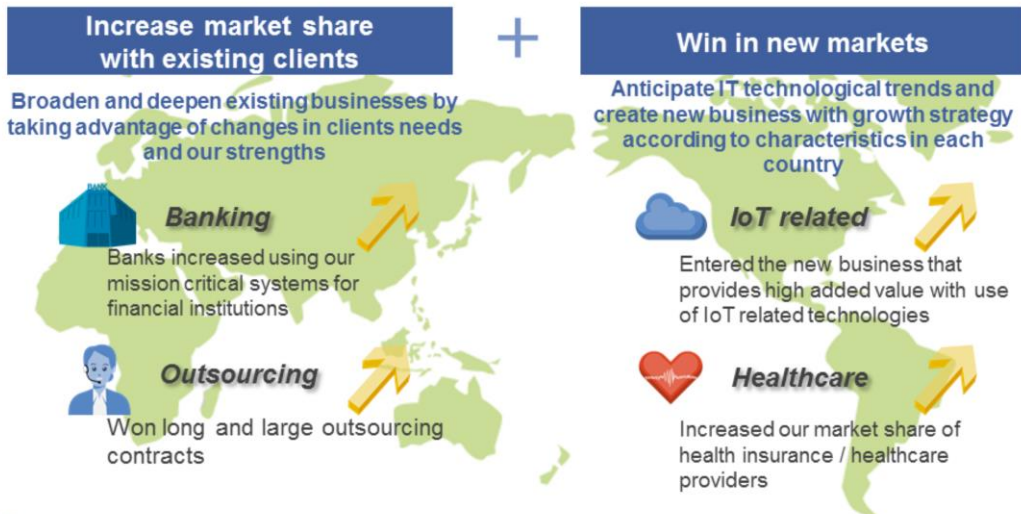
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NTT DATA

We completed the closing of the former Dell Services around 98% on November 4, 2016 when stating the financial statements of 2Q, and finished it completely at the end of March 2017. Consequently, our bases are now located in 210 cities in 51 countries and areas with over 110,000 employees and the number of employees in Japan, including those in subsidiaries, is approx. 35,000, and the number in overseas bases reaches nearly 80,000.

In the Medium-term management plan, we aim to enhance our local presence. Gartner has reported that last year, we improved our local presence in eight countries including the U.S., Germany, Italy, and China.

We have accelerated our growth both with existing clients and new markets such as “Digital business”



The Medium-term management plan takes 2 measures in “Game-changing Approach” and “Breakthrough Technology”. The “Game-changing Approach” is designed for more expansion of the existing markets and accelerate the creation of new markets. New customers have joined our regional bank sharing financial system in Japan, and also won over 10-year-long outsourcing contracts with major banks in Spain.

For the new market, we have increased our market share in healthcare. Of the former Dell Services’ net sales of approx. 300 billion yen, approx. 150 billion yen is from hospitals and medical insurance companies, so the healthcare field has become one of our strengths. We cooperate in IoT (Internet of Things) with NTT, and cooperate in various fields including PoC (Proof of Concept) with FANUC Corporation and Toyota Motor Corporation. As announced in the press conference at the end of March 2017, we invested over 50% to the IT subsidiary of Mitsubishi Heavy Industries, Ltd., so this also would be the one of our results for creating new markets.

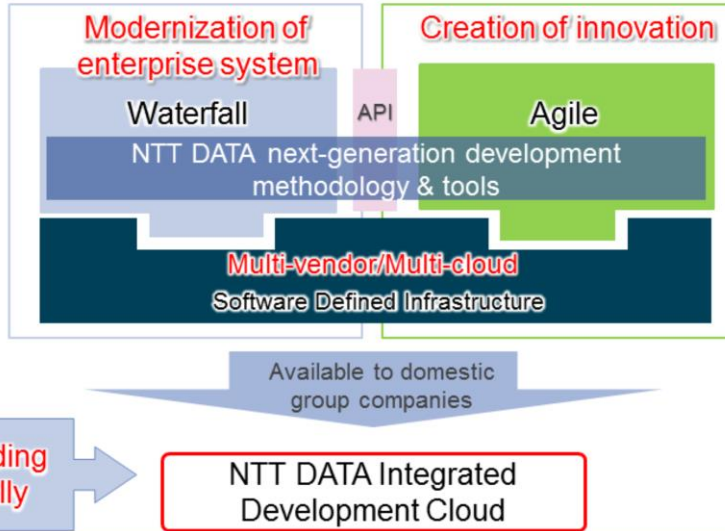
Breakthrough Technology

We have integrated our next-generation development methodology & tools across the globe, and strengthened our production technology innovations that can provide high-quality services in each market.



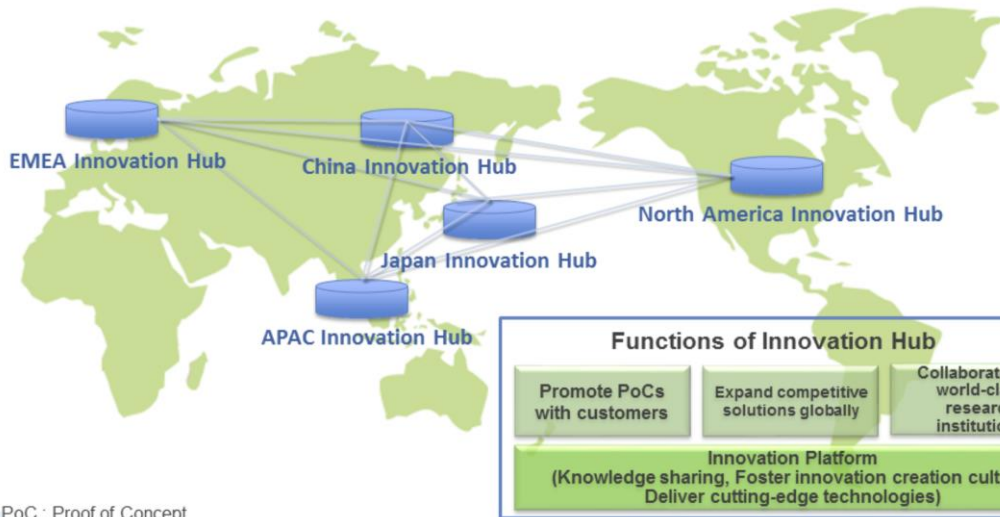
Next, I will explain on our “Breakthrough Technology”. In Japan, we use a variety of development methodology and tools including TERASOLUNA. Companies in North America and everis also had the methodology and tools they have created for themselves. We spent for 3 years for integrating them to create the NTT DATA Group’s standard methodology, and completed it last year. This enables our NTT DATA’s engineers from all over the world to discuss over the quality level and the job contents using the language of integrated definitions and common recognition, and provide the high level correspondence to the multi-national companies. This methodology also has the structure for sharing the successful experiences and tools.

We integrated the next-generation development methodology & tools with the IT infrastructure and built a system development environment that can also support agile development.



Also the part of those, the structure of integrated development cloud which migrated the development environment to the cloud is raised. Mainframes, which are conventional enterprise systems, are already becoming open, and not only this, there is a development suitable for agile. Migrating various development environments which can respond to any types of development to the integrated development cloud enables to work on development immediately without initial setup in each project.

We have developed a scheme to create global innovation by promoting PoCs (*) with our clients, expanding solutions horizontally, and collaborating with research institutions



(*) PoC : Proof of Concept

With intensifying technological innovation, we have realized the limitations if we take new initiatives by ourselves. We collaborate with overseas universities and research institutions and locate the innovation hub to collect a lot of knowledge from the world. For instance, we are taking initiatives and collaborate with the research institutions including a science institute in China, the Bandung Institute of Technology in Indonesia, and research institutions including U.S. MIT Media laboratory.

Breakthrough Technology
Open Innovation Business Contest

We held the business contest globally to help create innovation business by forming triple-win business alliance among startups, NTT DATA Group and our clients.

【Overview】

Applications : 204 from 21 countries
Pitch contests : 10 cities

【Major themes】

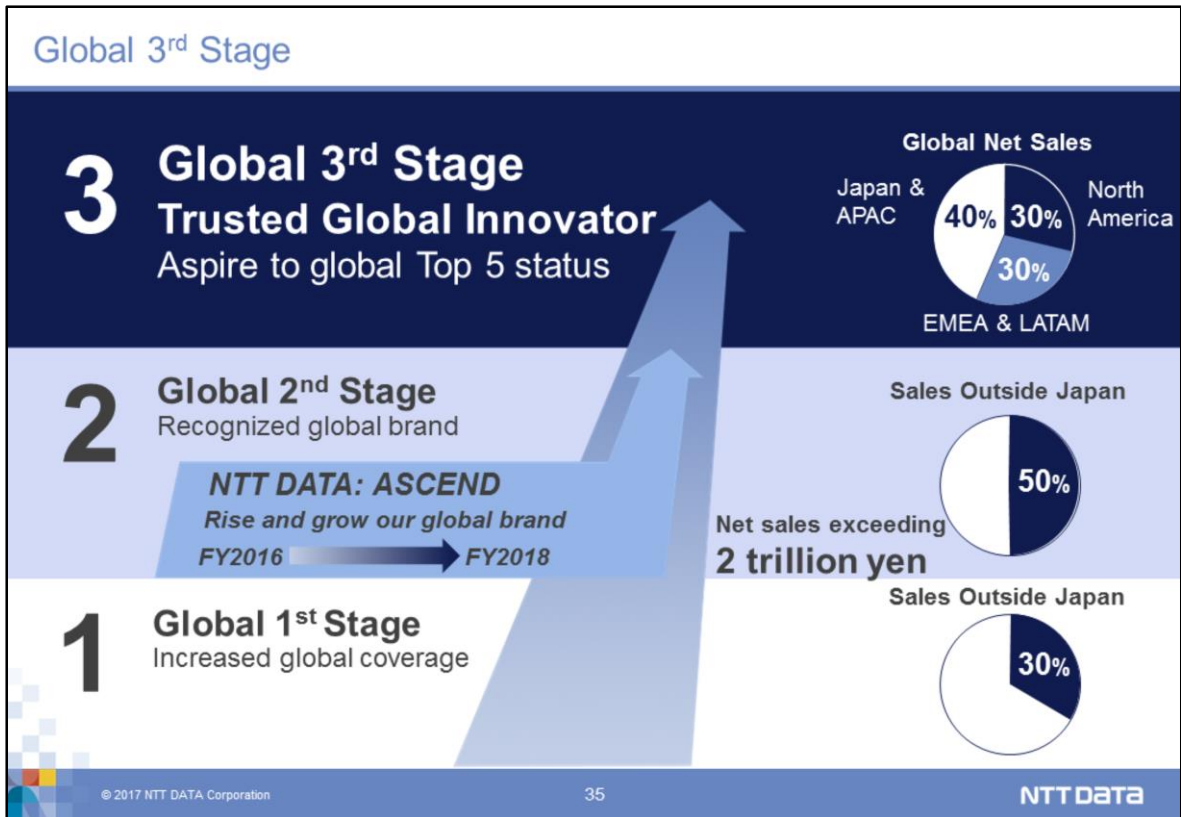
FinTech, IoT, Digital Archives, big data, blockchain, AI, cyber security, virtual/augmented reality, or robotics etc

The Grand Finale on Mar 15, 2017



*** Selected a start-up as a winner that provides Civic Engagement Platform based on Deep Learning helping to solve citizen's issues through a Blockchain rewards system**

Last, let me explain the Open Innovation Business Contest. We received 204 applications from 21 countries and held the business contest in 10 cities in 9 countries last year. We gathered champions from the countries as grand finalists in Toyosu in Japan in March 2017 to hold the contest, and as a result, the Social Coin from Barcelona, Spain won the championship as the grand champion. This start-up solves social issues by providing Blockchain coins to those who made suggestions to help solve social issues.

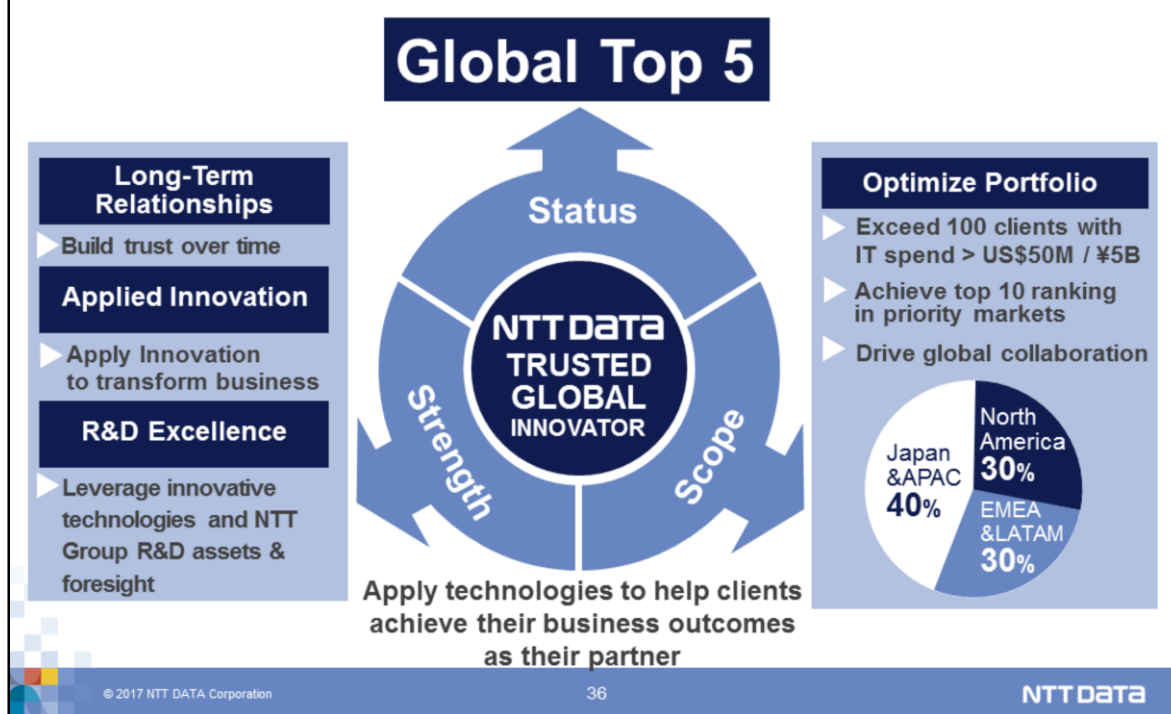


I have explained initiatives in the Medium-term management plan so far.

We started global businesses more than 10 years ago, and we have implemented the projects called Global 1st Stage and Global 2nd Stage. In the Global 2nd Stage, we aimed to increase net sales to over 2 trillion yen and enhance our brand presence so that the ratios of net sales in Japan and other markets would be 50:50 by 2020. However, we intend to achieve the goal of the Global 2nd Stage in the fiscal year ending March, 2019 due to the impact of the acquisition of the former Dell Services, as mentioned at the announcement of financial statements of 2Q in the fiscal year ended March, 2017. So, I will explain the Global 3rd Stage targeting around 2025, eight years from now.

The Global 3rd Stage is not a business commitment. Please take it as a vision which shows the direction in which we shall step forward. Though, no one can predict now how the world and players will change in 8 years or 10 years, under such circumstances, the Global 3rd Stage shows the direction in which our company is heading. The keyword is “Trusted”. The other day, we asked many different customers during hearings or interviews what IT services companies will survive. At present, customers must change business models over and over and IT is indispensable in doing so. We often hear the words such as IoT and AI (Artificial Intelligence) now, and there will be totally different keywords in 8 years. They want to meet a company which considers how corporate customers can change their businesses as their partner while pursuing new technologies or trends. That is Trusted Global Innovator. We are planning to become such a company.

Our regional business portfolio in Japan & APAC, North America, EMEA & Latin America are almost the same level, so would like to provide IT services to multi-national companies. As a Global Top 5 company and as the 1st layer IT services provider, we aspire to become a company which is recognized by customers all around the world.



We aim to become a company recognized as a top layer IT services provider and to this end, building long-term relationships is the most important among our strengths. This leads our company to be trusted. Though profitability is an essential element, building long-term relationships and pursuing value which only Japanese companies can achieve are important.

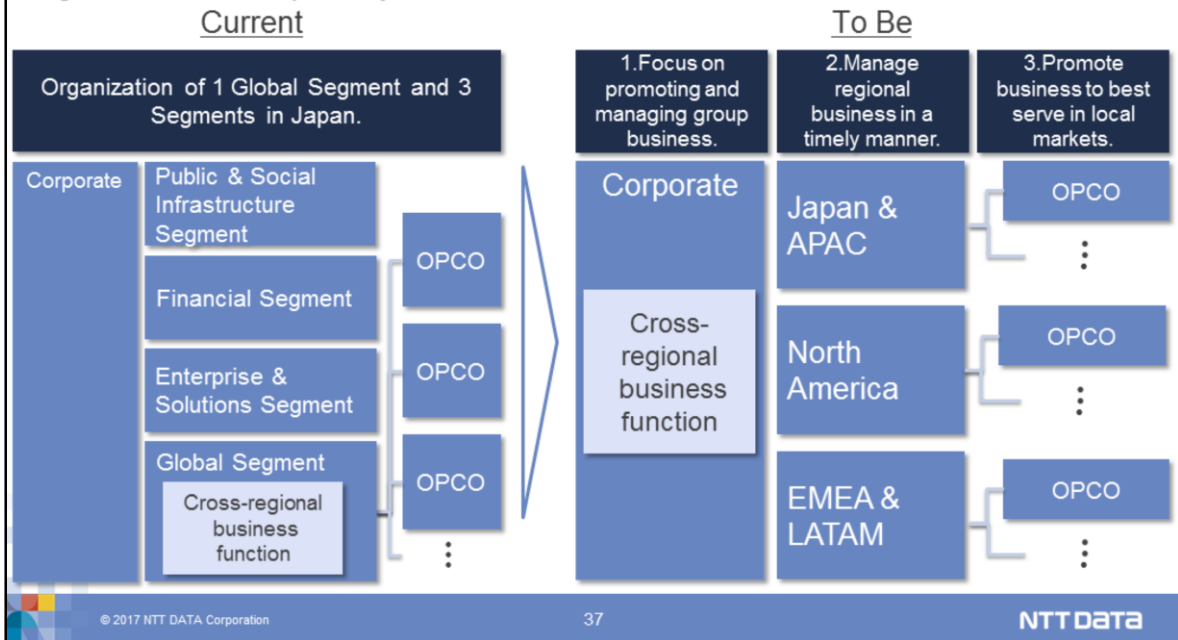
Our second strength is “Applied Innovation”. We will discover various new technologies from around the world, in addition to collaboration with venture companies, as I mentioned earlier. The initiative called NTT DATA Technology Foresight launched 5 years ago is also significant. We would like to provide Applied Innovation, a new technology, required for corporate customers to change business models.

Our 3rd strength is “R&D Excellence”. We would like to use our strength to utilize the results of the NTT Group’s world-class large R&D team, in addition to leveraging innovative technologies as I explained earlier.

We aim for sales at almost the same level among 3 bases, Japan & APAC, North America, and EMEA & Latin America, but Japan & APAC will be our prime market as we are a Japanese company. We currently trade with approx. 60 companies, which contribute to annual net sales of over 5 billion yen or 50 million dollars. We would like to have more than 100 of those companies and achieve top 10 ranking at the lowest in net sales in priority countries. If achieving it, our share in the markets will be 2% or more.

Outline of organizational structure to achieve Global 3rd Stage

- We will redesign organizational structure to promote and manage our expanding global business optimally.



Moving on to the management structure and governance structure. We currently have Corporate and 4 segments, and 3 of them are the markets in Japan. When global sales were not very high, Corporate functioned strongly in the markets in Japan. Now that sales outside Japan account for approx. 44%, Corporate also needs a cross-regional business function.

We have divided those regions into 3, so that each region can play a headquarter role and control their subordinate group companies.

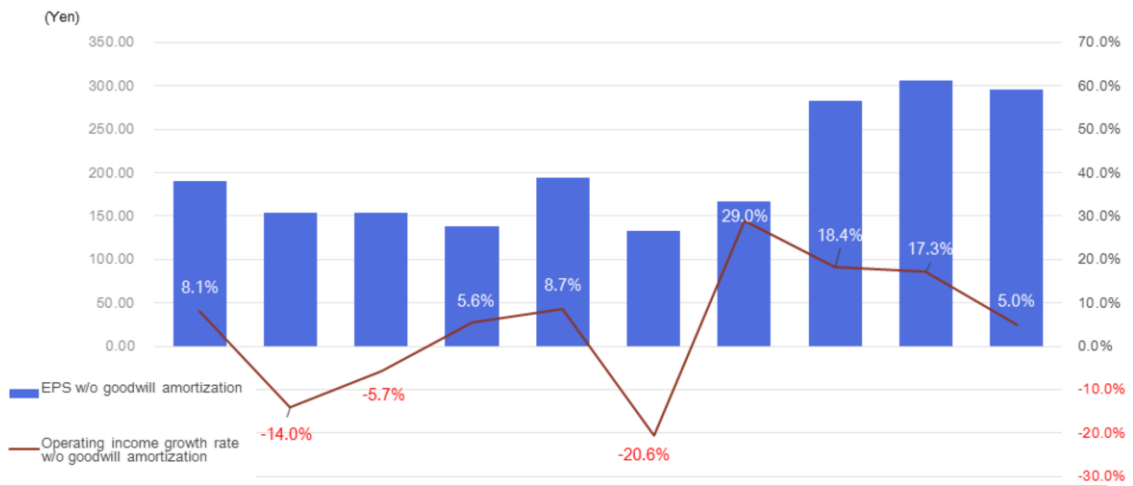
That brings me to the end of my presentation. Thank you for your attention.

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Appendices -EPS, EBITDA, ROE, etc.-

(Description abbreviated)

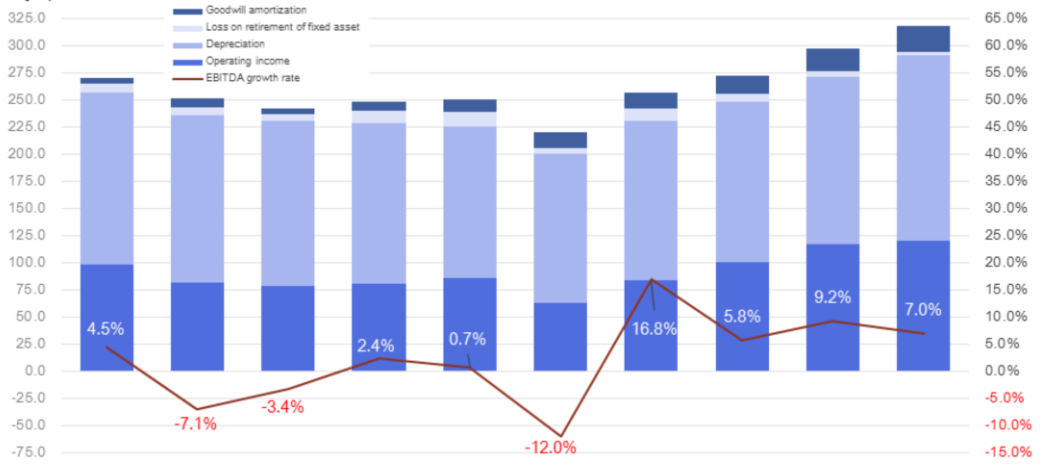
EPS and Operating Income Growth Rate w/o Goodwill Amortization



	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
Amortization of goodwill (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 w/o goodwill amortization (JPY billions)	53.5	43.1	43.0	38.8	54.3	37.2	46.9	79.4	85.7	83.0
EPS w/o goodwill amortization	190.76	153.90	153.63	138.45	193.63	132.97	167.27	283.20	305.76	295.90

EBITDA Trend

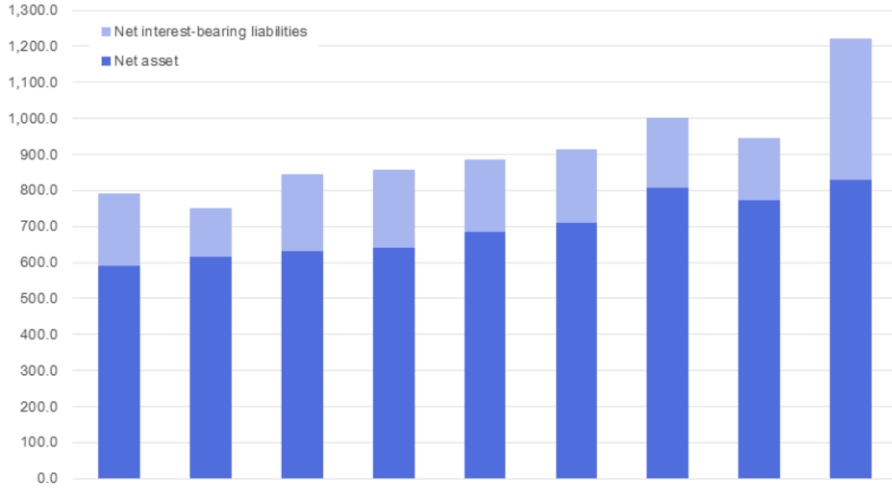
(Billions of yen)



	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	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

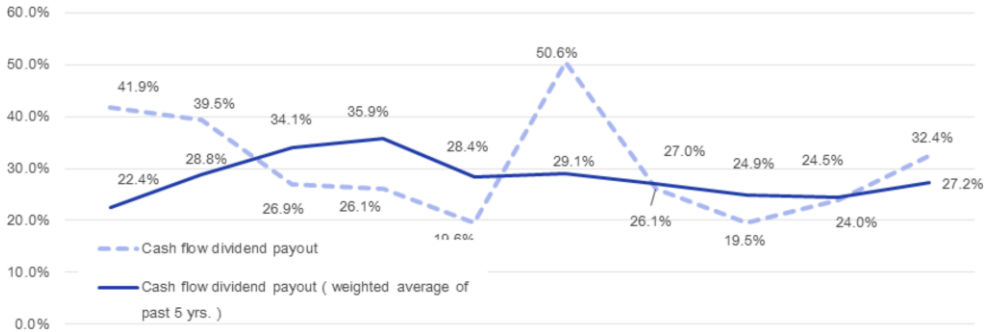
Invested Capital Trend

(Billions of yen)



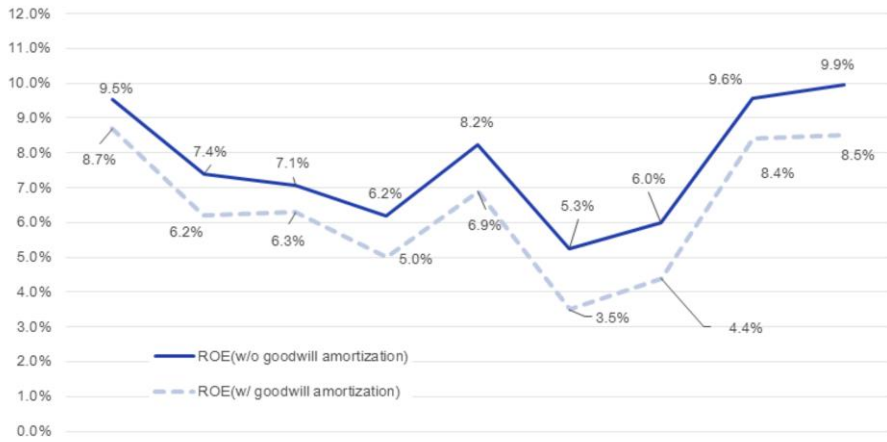
	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3
Net asset	592.0	615.1	630.3	639.7	684.2	709.8	806.2	773.6	830.2
Interest-bearing liabilities	331.5	289.1	414.4	380.2	378.3	412.9	446.9	407.0	650.8
Cash and cash equivalents	131.8	152.1	198.6	161.1	176.9	207.2	250.8	233.5	260
Invested capital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

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 w/o goodwill amortization	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)	60	60	60	60	60	60	60	70	75	75
Total dividends	168	168	168	168	168	168	168	196	210	210

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 w/o goodwill amortization	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 amortization of goodwill (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	571.4	597.1	620.0	632.5	688.9	728.4	839.8	823.3	901.2

5

Appendices -Business topics-

Principal Measures Taken in Fiscal Year Ended March 31, 2017(1/5)

1	<p>Full promotion for the renewal of governmental core systems</p> <p>We started the system renewal for accounting systems in government agencies and Electronic Payment System for governments' mission-critical tasks. This system reduced the governmental system operation costs by adopting the open source, and enhanced the security and functional expansion corresponding to the penetration of the common systems in government ministries connected to those. We are to support the enhancement of system linkage which is corresponding to the government IT strategies.</p>
2	<p>Sales promotion of the "AW3D Global Digital 3D Map" to expand its route to global market</p> <p>The AW3D Global Digital 3D Map*1 with the world highest accuracy provided by NTT DATA and the Remote Sensing Technology Center of Japan (RESTEC) which is utilizing satellite images, is contributing in particular use for the infrastructure and disaster prevention and so on in 300 or more projects in over 70 countries centering on the Asian emerging countries. This service won the "Nikkei Business Daily Awards for Superiority" at the "2016 Nikkei Superior Products and Services Awards," sponsored by Nikkei, Inc. Additionally, by concluding the sales distribution contract with DigitalGlobe, a U.S. leading company of commercial high-resolution satellite imagery, NTT DATA is able to aim the further expansion of the sales channels in the global market. We would contribute to the promotion of the use of geospatial information and the creation of markets through the application of this service to a wide variety of areas such as disaster prevention, resource development, urban planning, electric and communication services.</p>
3	<p>Introduction of an air traffic control simulator "airpalette 3D Simulator" to Tajikistan</p> <p>NTT DATA received an order from the Japan International Cooperation Agency (JICA) for an air traffic controller training simulator "airpalette 3D Simulator" for use in the "Project for Enhancement of Air Navigation Services in Tajikistan" of JICA. Since this product reduces the labor required for training and enables efficient air traffic control training with high-precision graphics and an AI technology that can automatically reproduce the behavior of multiple aircrafts, it will contribute to the development and enhancement of the skills of Tajikistan's air traffic controllers. We would provide the variety of support related to the implementation of this product to Tajikistan and promote the development in air traffic control institutions in other countries.</p>

*1. The AW3D(R) Global Digital 3D Map Distribution Service : In cooperation with the Japan Aerospace Exploration Agency (JAXA), we began providing the service for the world's first five-meter-resolution 3D map with the Digital Elevation Model (DEM) that uses 3 million satellite images taken by "DAICHI (ALOS)," JAXA's land-area observation technology satellite and can show the ups and downs of the land surface of the Earth.

Principal Measures Taken in Fiscal Year Ended March 31, 2017(2/5)

Financial

1

Increase of banks using "BeSTA"- based core systems for financial institutions

The number of banks that use our core systems for financial institutions including the first and second association of regional banks based on the NTT DATA's standard banking application "BeSTA" increased. Specifically, THE SAN-IN GODO BANK, LTD. to join "NTT DATA Regional Bank Integrated Services Center", THE FUKUHO BANK, LTD. to "STELLA CUBE", and 4 banks of Higashi-Nippon Bank, Ltd. decided to take part in a joint system that had been in use by the following four banks: The Bank of Yokohama, Ltd.; THE HOKURIKU BANK, LTD.; The Hokkaido Bank, Ltd.; and The 77 bank, Ltd. Similarly, Aozora Bank, Ltd., started to use the "BeSTAcloud" service. In addition, System Banking Kyushu (SBK)*1 decided to use the "BeSTAcloud," and at the same time, THE OKINAWA KAIHO BANK, LTD. joined SBK. Also, The Yachiyo Bank, Limited and ShinGinko Tokyo, Limited decided to merge with The Tokyo Tomin Bank, Limited which uses the "STELLA CUBE" system, and their respective systems were integrated into the "STELLA CUBE" system. For all of these systems, participating banks appreciate that they can satisfy requirements to carry into practice their business strategies, thanks to their potential, progressiveness, expandability and flexibility, and our achievements in core system operation. NTT DATA will continue to work on these advanced BeSTA-based systems for more extensive and improved functions. We will also strive to increase the number of banks participating in these systems by offering optimum solutions to a wide range of financial institutions.

2

Launch of BeSTA FinTech Lab

Connecting our client companies, venture companies, and NTT DATA, we have been working on various activities including holding business contests such as "Toyosu-no-minato- kara (From the Toyosu Port)" aiming at the swifter creation of new business through open innovation. For enhancing such efforts, NTT DATA has launched the "BeSTA FinTech Lab," a structure in which venture companies, FinTech companies and regional banks work together to create a new financial related services. As the part of the measures of this Lab, unerry, inc. iRidge, Inc. and NTT DATA INSTITUTE OF MANAGEMENT CONSULTING, Inc., our subsidiary, worked together to carry out a demonstration experiment of a message and campaign information delivery service³ utilizing location data obtained through beacon². For the future, this Lab intends to create plenty of ideas and improve services by verifying those ideas through the trial and error, and is also planning to provide more attractive opportunities based on the participating banks' request to boost the cooperation with regional banks. Furthermore, as part of FinTech initiatives, we have provided support for the "New Business Creation Project" of The Bank of Kyoto, Ltd. by utilizing our open innovation assistance program (DCAP)⁴.

* 1. System Banking Kyushu (SBK) : Refers to a business association organization that plans, develops and operates core systems for THE FUKUOKA CHUO BANK, Ltd., THE SAGA KYOEI BANK, LTD., THE BANK OF NAGASAKI, LTD., THE HOWA BANK, LTD., The Miyazaki Taiyo Bank, Ltd. and MINAMI NIPPON BANK, LTD.

* 2. Beacon : Refers to a Bluetooth LE (short-range wireless network technology) device which works in conjunction with apps on smartphones and others.

* 3. Demonstration experiment (Proof of Concept) of a message and campaign information delivery service : Refers to a demonstration experiment (POC) of a service to deliver information on campaigns or coupons and others assumed to have a great affinity to the app user's (the subject of the demonstration experiment) history of location information detected by beacon antennas installed by push notification.

* 4. Digital Corporate Accelerate Program (DCAP) : Digital Corporate Accelerate Program (DCAP) Refers to the system to support general corporations' efforts to create new business in collaboration with venture companies.

Principal Measures Taken in Fiscal Year Ended March 31, 2017(3/5)

Our efforts for digital business

As a business partner of our clients who are actively working on the new initiatives applying digital technology, we are providing a variety of services and technological support.

1 ·By utilizing the results of demonstration experiments conducted at Ariake Works of Hitachi Zosen Corporation, we have started to provide "Monone", a solution to detect abnormal sounds. This solution visualizes and analyzes the changes of the factory equipment's operation sounds (i.e., abnormal sounds) at the production site which were used to be detected by the ears of experts, by utilizing the acoustic signal analysis technology and AI technology which NTT Group has cultivated and advances the maintenance operations of equipment devices and bring them high level and efficient.

·Toyota Motor Corporation and NTT group agreed to tie-up on technology development, technology validation, and standardization of those technologies in the field of connected car. With this tie-up, NTT DATA will take the role in creating the technologies related to the data collection, accumulation and analysis utilizing our experience of infrastructure construction. For the future, we seek for the business development including IoT infrastructure construction based our technology and know-how obtained through this tie-up.

·NTT DATA established the "AI & IoT Business Section" as an expert organization with know-how in analytics, AI and edge computing technology ¹ essential for the IoT society. With those approximate 200 data scientists and consultants, and 1,500 embedded technology engineers and others, we provide high value-added services to our clients and end-users.

Basic agreement on specific consideration about capital alliance with Mitsubishi Heavy Industries

2 NTT DATA and Mitsubishi Heavy Industries, Ltd. (MHI) concluded a basic agreement on a tie-up in the field of information system including a capital alliance. Both companies are targeting the establishment of their new company effective October 1, 2017, which will be based on the existing MHI Information Systems Co., Ltd., a wholly owned MHI subsidiary. With the acceleration of digitization and globalization in the manufacturing industry, MHI Group will strive to achieve more advanced IT services and stronger global response capability more swiftly and efficiently through a tie-up with NTT DATA who is possessing rich experience and know-how in network services and system integration operations. Establishing a long-term partnership with MHI, NTT DATA will contribute to the highly developed IT services including digitalization and globalization as well.

* 1. Edge computing technology: Refers to a technology to process a large quantity of data at high speed by dispersedly deploying edge servers near users.

Principal Measures Taken in Fiscal Year Ended March 31, 2017(4/5)

Global

1

Complete the acquisition of Dell Services, and launch a new system under NTT DATA Services

Completed over 99.9% of the acquisition of Dell Services – based on the transferred asset value- by the U.S time of March 6, 2017, through our U.S. subsidiary NTT DATA International L.L.C. and others, and commenced an integrated new system (i.e., NTT DATA Services) of Dell Services and our existing North American organizations from April 2017. NTT DATA Services has a strong business base with their major clients including health insurance and medical institutions, manufacturing industries, service industries, financial institutions and the Federal Government and the company has gained a reputation particularly for its industry-specific digital solutions for health insurance and medical institutions and the provision of BPO services. Through the acquisition of this Division, we will expand our businesses in the relevant industries of North America. At the same time, we will also strengthen our services that utilize our cutting-edge technology in cloud and BPO services.

2

Order received for the operation of “myki” smartcard ticketing system and commence the services provision

Our U.S. subsidiary NTT DATA, Inc. concluded a contract with the Government of Victoria in Our U.S. subsidiary NTT DATA, Inc. concluded a contract with the Government of Victoria in Australia and the Public Transport Victoria, under which the company will operate the “myki” smartcard ticketing system for seven years and commenced the services provision in January 2017. The contract was concluded thanks to the high evaluation of our past records of taking charge of establishing and operating the myki system since 2008, and supporting the system which has now become one of the world’s largest systems of this kind. We will contribute to improving customer experience through the introduction of next-generation systems, etc., in the future.

Principal Measures Taken in Fiscal Year Ended March 31, 2017(5/5)

Technology and Innovation General Headquarters

- 1 Integration of the development methodologies of the whole NTT Data Group**

For further continued growth through global synergy, NTT DATA integrated development methodologies of our group companies all over the world. From April 2017, strived to prevent contradictions resulted by the technical terms inconsistency and enable to achieve the projects to realize high productivity and quality by having this development methodology shared among our development bases in both domestic and overseas possessing this intellectual concept with all our group companies. For the future, based on this development methodology, enhance the development capabilities globally and provide consistent high quality services regardless of the regions by utilizing the human resource and knowledge possessed by our domestic and overseas group companies effectively.
- 2 Consolidation of the development environment of the whole NTT Data Group by the Integration Development Cloud**

In April 2017, NTT DATA started the operation of the "integrated development cloud" to integrate the system development environments of all group companies into the cloud and improve the productivity of system development. Recently, required to respond to "offensive IT (SoE²)" to create new business, not only responding to "defensive IT (SoR¹)" for the efficiency of the existing businesses and operation processes, and to link both in a seamless manner. For satisfying those needs, we will promote the integration into cloud at our overseas subsidiaries and apply it to commercial environments (i.e., client services) sequentially.
- 3 Commencement of Demonstrative Experiments of Smart Alert Solution for the prevention at a medical institution in Spain**

NTT DATA and our Spanish subsidiary, everis Group, have developed the Smart Alert Solution for the intensive care unit (ICU) at Virgen del Rocio University Hospital in Seville, which is the largest hospital in Spain. The solution predicts the risks for serious complications, and immediately sends an alert to enable doctors and others for early medical intervention. We will conduct validation in multiple countries other than Spain, commercialize the solution by the end of 2017 and deploy it in hospitals all over the world starting from Spain, South America and North America.

* 1. SoR (Systems of Record) : Refers to all conventional operational systems, such as core systems.

* 2. SoE (Systems of Engagement) : Refers to a system that enables digital innovation, such as the innovation in corporate business processes and the creation of new business.

5

Appendices -Explanatory details of financial results and forecasts-

Overview of Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (%)	FY ending 2018/3 (Forecasts)
New Orders Received	1,662.6	1,781.5	+7.2	1,940.0
Orders on Hand	1,544.5	2,411.3	+56.1	2,372.0
Net Sales	1,614.8	1,732.4	+7.3	2,060.0
Cost of Sales	1,216.7	1,293.6	+6.3	1,550.0
Gross Profit	398.1	438.8	+10.2	510.0
SG&A Expenses	297.2	321.7	+8.3	390.0
Selling Expenses	134.3	148.9	+10.9	194.0
R&D Expenses	12.4	12.3	-0.4	17.0
Other Administrative Expenses	150.4	160.4	+6.6	179.0
Operating Income	100.8	117.1	+16.1	120.0
Operating Income Margin(%)	6.2	6.8	+0.6P	5.8
Ordinary Income	98.1	112.9	+15.1	116.0
Extraordinary Income and Loss	9.6	-7.6	-	-15.0
Income before Income Taxes	107.7	105.3	-2.3	101.0
Income Taxes and Others	44.4	39.6	-10.7	42.0
Net income attributable to owners of parent	63.3	65.6	+3.7	59.0
Capital Expenditures	134.0	158.1	+18.0	192.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	155.2	160.0	+3.1	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.

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

(Billions of Yen)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)
Public & Social Infrastructure	346.7	376.3	370.0
Financial	470.2	459.6	479.0
Enterprise & Solutions	277.3	302.0	313.0
Global	504.4	586.3	891.0



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

(Billions of Yen)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)
Public & Social Infrastructure			
(Main item): Central government and related agencies, Local Government, and Healthcare	225.9	159.9	187.0
Telecom and Utility	102.6	86.6	95.0
Financial			
(Main item): Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	270.3	372.3	280.0
Cooperative financial institutions and Financial Network Services	222.0	174.5	82.0
Enterprise & Solutions			
(Main item): Retail, Logistics, Payment and Other Service	71.1	69.9	70.0
Manufacturing	112.3	118.8	121.0
Network Services, Data Center Services, Cloud Services and Digital Services	32.5	50.9	56.0
Orders on Hand	1,544.5	2,411.3	2,372.0
Public & Social Infrastructure	422.7	346.1	334.0
Financial	783.0	791.0	732.0
Enterprise & Solutions	87.4	84.7	85.0
Global	248.0	1,186.8	1,219.0

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

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

(Billions of Yen)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)
Public & Social Infrastructure			
(Main item) Central government and related agencies, Local Government, and Healthcare	187.1	216.5	206.0
Telecom and Utility	90.4	86.1	86.0
Financial			
(Main item) Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	321.2	327.8	341.0
Cooperative financial institutions and Financial Network Services	120.5	117.8	121.0
Enterprise & Solutions			
(Main item) Retail, Logistics, Payment and Other Service	104.8	108.7	109.0
Manufacturing	118.1	114.7	119.0
Network Services, Data Center Services, Cloud Services and Digital Services	47.3	69.1	75.0
Integrated IT Solution	468.9	512.6	659.0
System & Software Development	443.8	465.7	485.0
Consulting & Support	648.0	695.3	857.0
Others	54.0	58.7	59.0
Net Sales by Products and Services Total (to Clients Outside the NTT DATA Group)	1,614.8	1,732.4	2,060.0

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

Global Profit Adjustment

(Billions of Yen,%)

		FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)	FY ended 2017/3 – FY ended 2016/3		FY ending 2018/3 – FY ended 2017/3	
					Amount	Rate	Amount	Rate
EBITA	①	26.6	28.1	55.0	+1.4	+5.3%	+26.8	+95.6%
PPA intangible fixed asset amortization expenses(*)	②	13.9	14.4	26.0	+0.4	+3.4%	+11.5	+80.0%
Operating income w/o goodwill amortization	③=①-②	12.7	13.6	29.0	+0.9	+7.5%	+15.3	+112.2%
Goodwill amortization	④	11.8	17.0	24.0	+5.1	+43.2%	+6.9	+40.8%
Operating income	⑤=③-④	0.8	-3.3	5.0	-4.1	-	+8.3	-

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

Non-Consolidated Earnings and New Orders Received

(Billions of Yen,%)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	FY ending 2018/3 (Forecasts)
New Orders Received	876.0	845.3	700.0
Orders on Hand	1,147.7	1,277.3	1,075.0
Net Sales	838.3	860.9	865.0
Cost of Sales	646.8	648.9	650.0
Gross Profit	191.4	211.9	215.0
SG&A Expenses	114.7	125.1	133.0
Selling Expenses	56.0	58.7	61.0
R&D Expenses	10.1	10.0	13.0
Other Administrative Expenses	48.5	56.3	59.0
Operating Income	76.7	86.8	82.0
Operating Income Margin(%)	9.1	10.1	9.5
Ordinary Income	78.8	94.4	84.0
Extraordinary Income and Loss	14.3	10.0	0.0
Income before Income Taxes	93.1	104.5	84.0
Income Taxes and Others	28.9	30.0	24.0
Net Income	64.2	74.5	60.0
Capital Expenditures	107.6	127.1	146.0
Depreciation and Amortization /Loss on Disposal of Property and Equipment and Intangibles	122.5	123.1	119.0

Note : Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.

Trends in Quarter (Consolidated)

■ New Orders Received



■ Net Sales



■ Operating Income



Foreign exchange rates

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

(Yen,%)

	FY ended 2016/3 (Results)	FY ended 2017/3 (Results)	YoY (%)	FY ending 2018/3 (Assumed Rates)	YoY (%)
	①	②	(②-①)/①	③	(③-②)/②
USD	120.01	108.14	-9.9%	110.00	+1.7%
USD (NTTDATA Services)	—	113.36	-	110.00	-3.0%
EUR (For December-end companies)	134.28	120.28	-11.6%	120.00	-0.2%
EUR (For March-end companies)	132.57	118.76	-11.6%	120.00	+1.0%
RMB (Chinese Yuan Renminbi)	19.26	16.34	-17.9%	16.40	+0.4%



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