



# Company Presentation for the Second Quarter of Fiscal Year ending March 31, 2017

November 4, 2016  
NTT DATA Corporation

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

**NTT DATA**

1. Results for the Second Quarter of Fiscal Year Ending March 31, 2017
2. Revisions to the forecasts of consolidated financial results for Fiscal Year Ending March 31, 2017
3. Medium-term Management Plan (From the Fiscal Years Ending March 31, 2017 to 2019)
4. Appendices

**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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# Results for the Second Quarter of Fiscal Year Ending March 31, 2017

# Results for the Second Quarter of Fiscal Year Ending March 31, 2017 and Overview of year-on-year changes in earnings

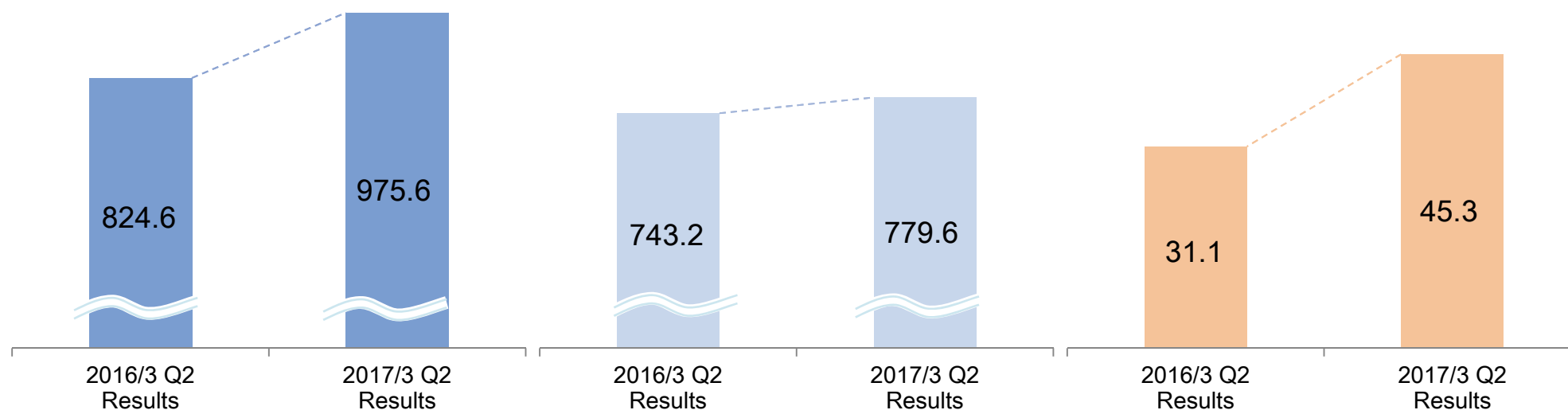
NTT DATA

	2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	YoY (Amount)	YoY (Rate)	(Billions of Yen,%)
New Orders Received	824.6	975.6	+151.0	+18.3%	↗
Net Sales	743.2	779.6	+36.4	+4.9%	↗
Operating Income	31.1	45.3	+14.2	+45.8%	↗
Income Before Income Taxes	31.2	44.9	+13.7	+43.9%	↗
Net income attributable to owners of parent	15.7	29.0	+13.3	+84.5%	↗

【New Orders Received】

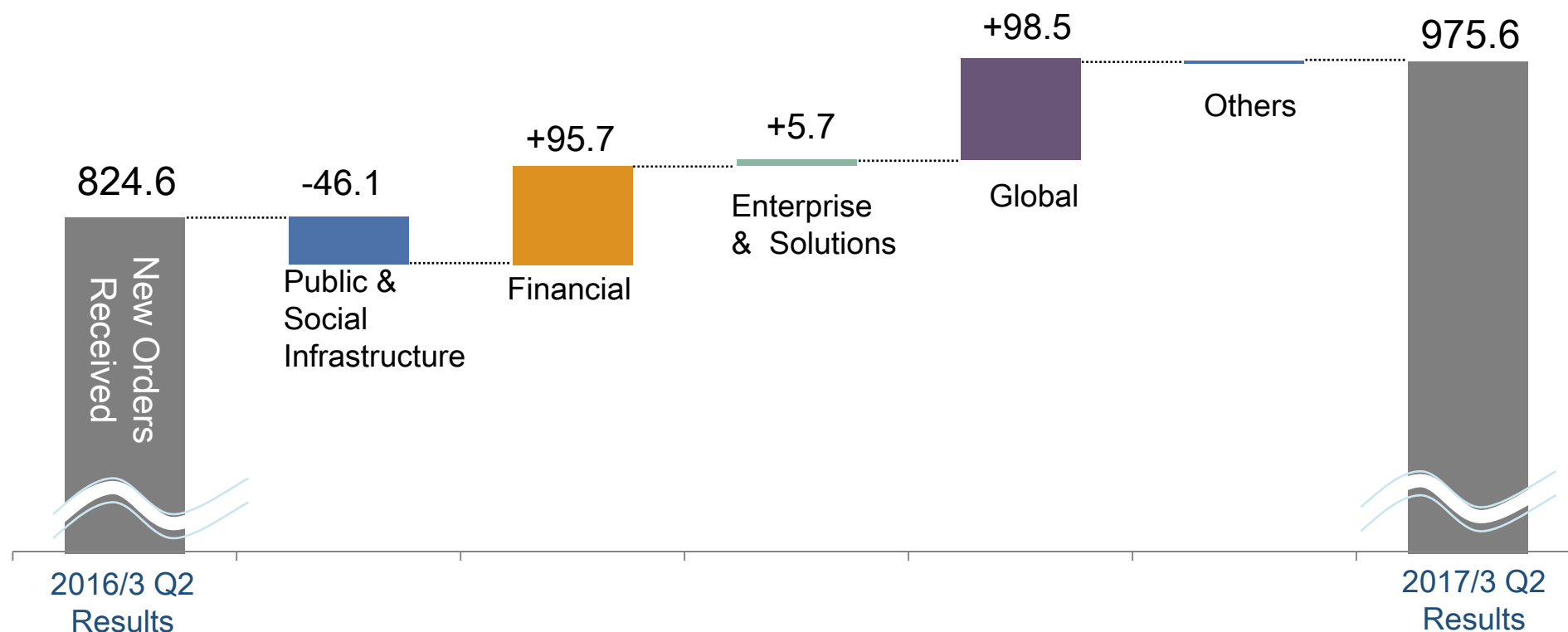
【Net Sales】

【Operating Income】



# New Orders Received: YoY Changes by Business Segment

( Billions of yen )



## Public & Social Infrastructure

Decreased due to a reactionary decline in large-scale projects for national government in the previous fiscal year.

## Financial

Increased as a result of winning large-scale projects for banks and cooperative financial institutions.

## Enterprise & Solutions

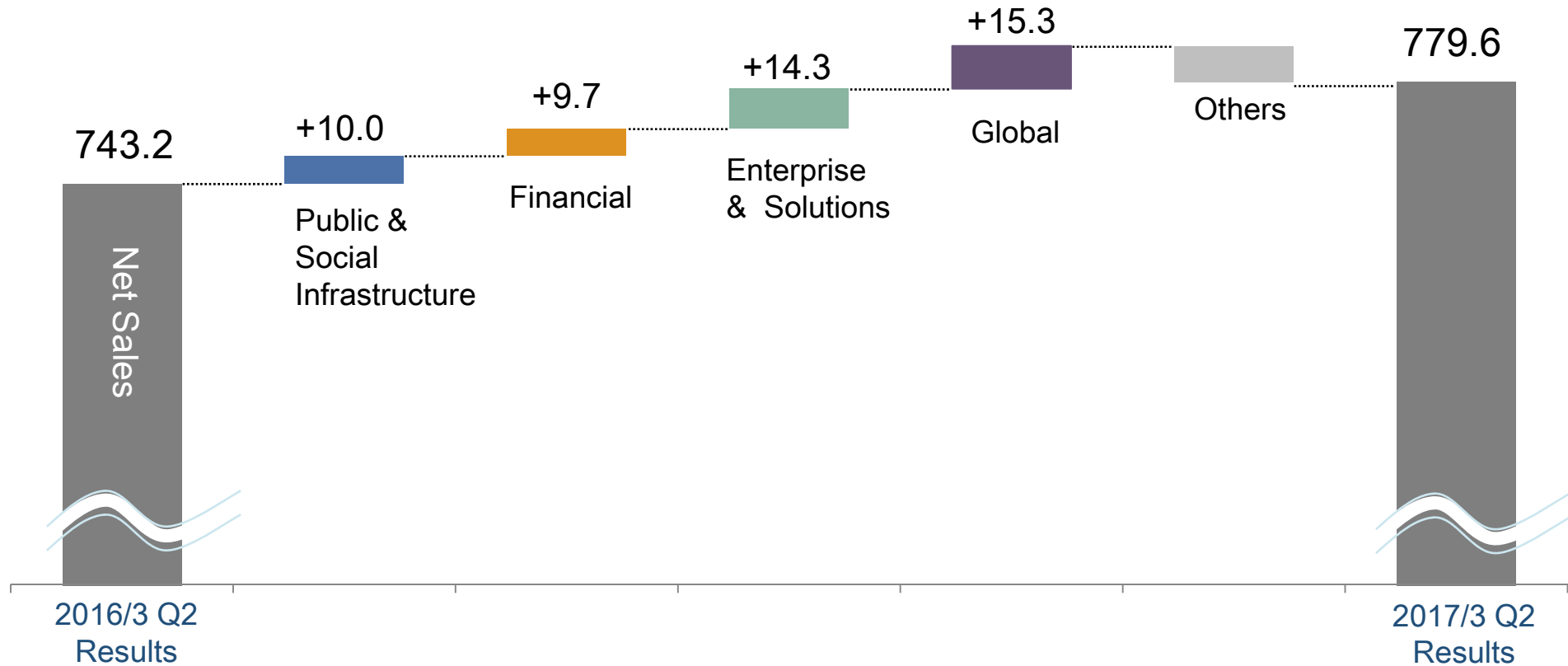
Increased reflecting the expansion of businesses mainly for the manufacturing industry.

## Global

Increased as a result of winning a large-scale project in Australia and the unification of accounting periods of European subsidiaries, etc., despite a decrease due to foreign exchange.

# Net Sales: YoY Changes by Business Segment

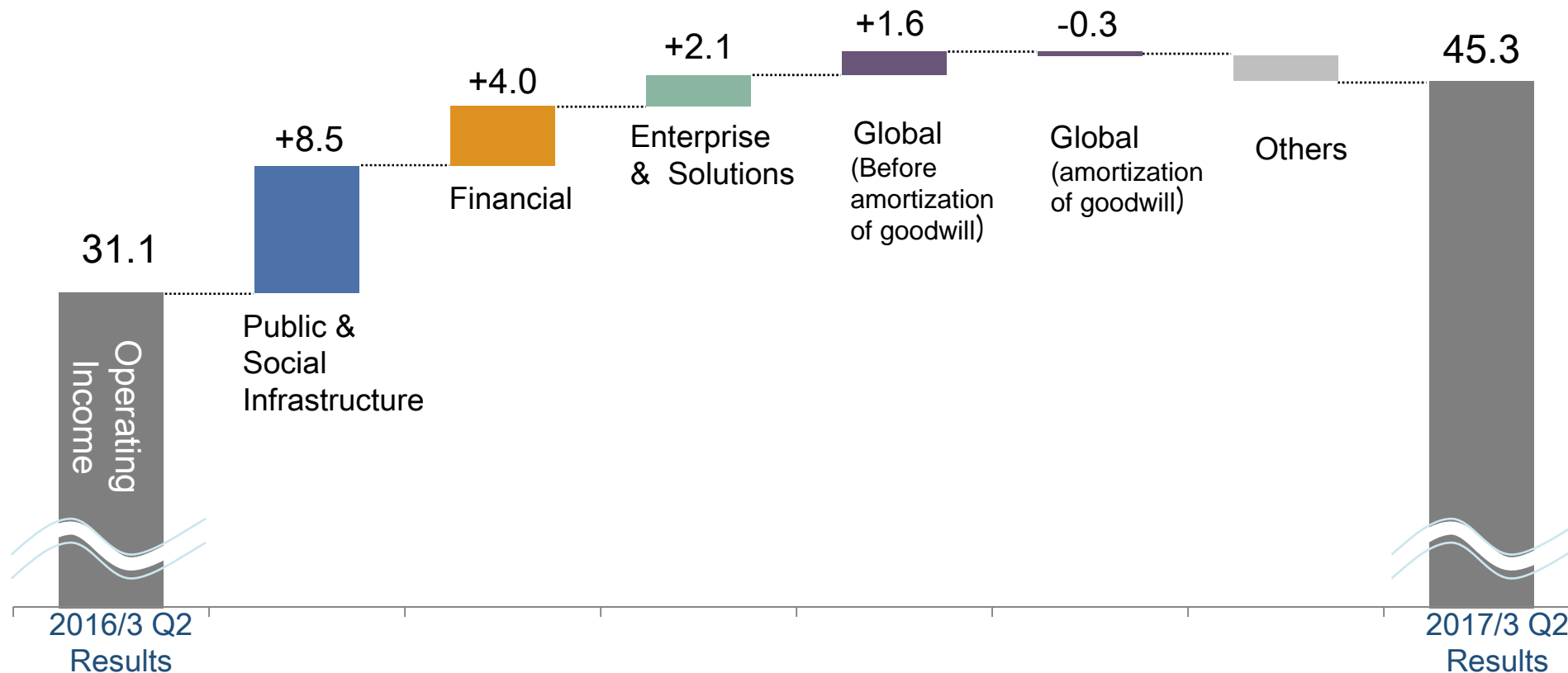
( Billions of yen )



Public & Social Infrastructure	Increased reflecting the expansion of businesses for national government, etc., despite a decrease in businesses for the utilities industry.
Financial	Increased reflecting the expansion of businesses for banks and credit corporations, etc.
Enterprise & Solutions	Increased reflecting the expansion of businesses for the retail, logistics, and services industry.
Global	Increased as a result of the unification of accounting periods of European subsidiaries and the expansion of businesses, etc., despite the impact of a decrease due to foreign exchange.

# Operating Income: YoY Changes by Business Segment

(Billions of yen)



Public & Social Infrastructure

Increased due mainly to sales growth and a decrease in unprofitable projects.

Financial

Increased due to a decrease in unprofitable projects.





Enterprise & Solutions

Increased due to growth in sales.

Global

Increased due to growth in sales despite an impact of a decrease in profit arising mainly from advisory expenses associated with the large-scale business acquisition.

(Billions of Yen,%)

	2016/3 Q2 Results	2017/3 Q2 Results	YoY (Amount)	YoY (Rate)	
New Orders Received	225.0	178.9	-46.1	-20.5%	
Net Sales	176.7	186.7	+10.0	+5.7%	
Operating Income	6.0	14.5	+8.5	+140.9%	
Segment Profit(*)	6.2	14.8	+8.5	+136.9%	

(\*)Segment Profit is income before income taxes

## New orders received

Decreased due to a reactionary decline in large-scale projects for national government in the previous fiscal year.

## Net sales





Increased reflecting the expansion of businesses for national government, etc., despite a decrease in businesses for the utilities industry.

## Operating income

Increased due mainly to sales growth and a decrease in unprofitable projects.







(Billions of Yen,%)

	2016/3 Q2 Results	2017/3 Q2 Results	YoY (Amount)	YoY (Rate)	
New Orders Received	230.7	326.5	+95.7	+41.5%	
Net Sales	236.6	246.3	+9.7	+4.1%	
Operating Income	12.6	16.7	+4.0	+31.6%	
Segment Profit(*)	13.2	17.0	+3.8	+28.6%	

(\*)Segment Profit is income before income taxes

New orders received	Increased as a result of winning large-scale projects for banks and cooperative financial institutions.
Net sales	Increased reflecting the expansion of businesses for banks and credit corporations, etc.
Operating income	Increased due to a decrease in unprofitable projects.






(Billions of Yen,%)

	2016/3 Q2 Results	2017/3 Q2 Results	YoY (Amount)	YoY (Rate)	
New Orders Received	122.0	127.8	+5.7	+4.7%	
Net Sales	186.5	200.9	+14.3	+7.7%	
Operating Income	13.3	15.4	+2.1	+16.0%	
Segment Profit(*)	14.4	31.3	+16.8	+116.4%	

(\*)Segment Profit is income before income taxes

New orders received	Increased reflecting the expansion of businesses mainly for the manufacturing industry.
Net sales	Increased reflecting the expansion of businesses for the retail, logistics, and services industry.
Operating income	Increased due to growth in sales.
Segment Profit	Increased reflecting gains on sales of investment securities in addition to growth in operating income.

(Billions of Yen,%)

	2016/3 Q2 Results	2017/3 Q2 Results	YoY (Amount)	YoY (Rate)	
New Orders Received	239.8	338.4	+98.5	+41.1%	
Net Sales	252.6	268.0	+15.3	+6.1%	
Operating income (before amortization of goodwill)	4.5	6.2	+1.6	+37.5%	
Operating Income	-3.2	-1.9	+1.3	+40.4%	
Segment Profit(*)	-3.7	-17.3	-13.6	-367.5%	

(\*)Segment Profit is income before income taxes

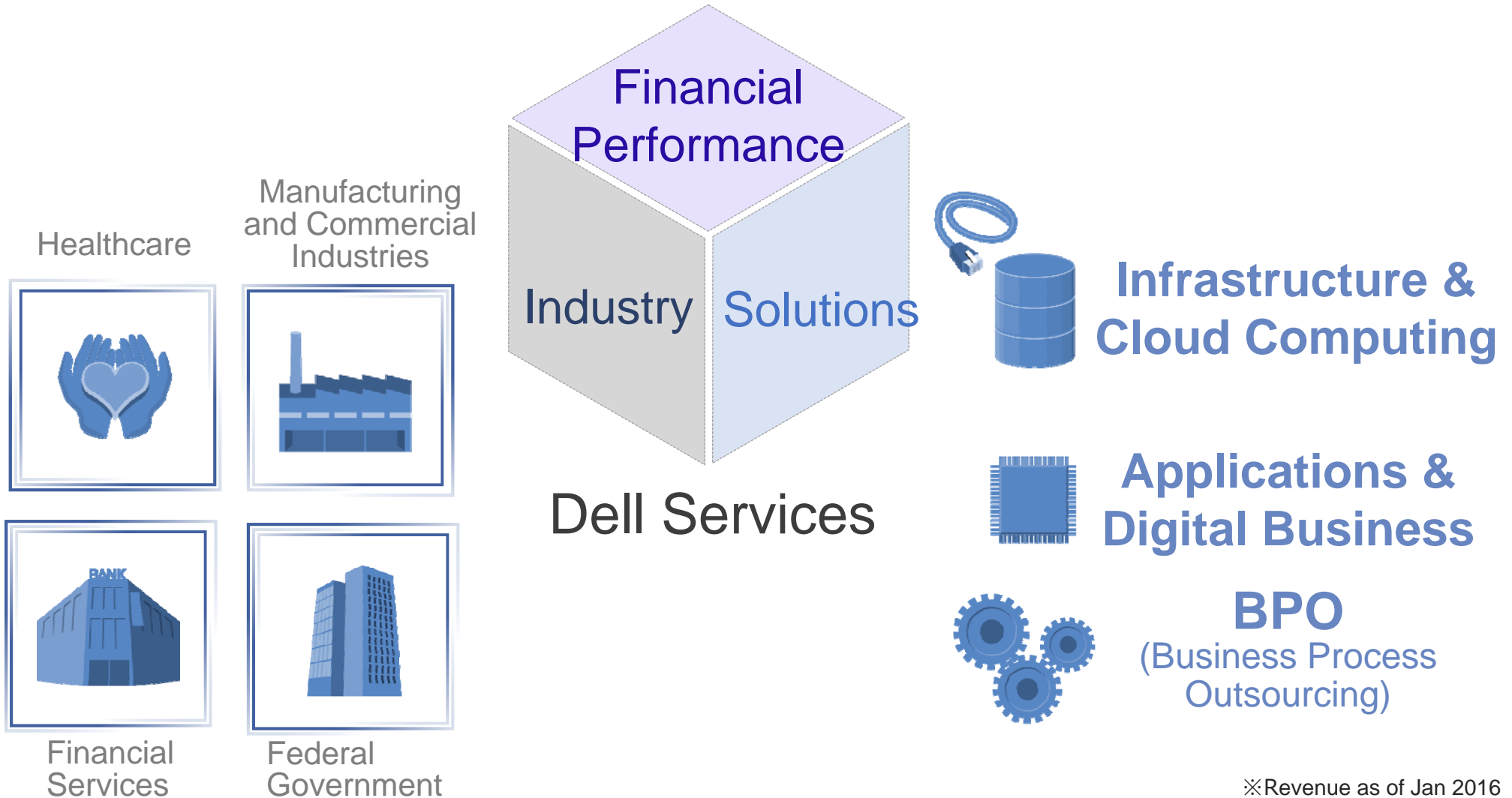
New orders received	Increased as a result of winning a large-scale project in Australia and the unification of accounting periods of European subsidiaries, etc., despite a decrease due to foreign exchange.
Net sales	Increased as a result of the unification of accounting periods of European subsidiaries and the expansion of businesses, etc., despite the impact of a decrease due to foreign exchange.
Operating income (Before amortization of goodwill)	Increased due to growth in sales despite an impact of a decrease in profit arising mainly from advisory expenses associated with the large-scale business acquisition.
Segment Profit	Decreased due to acquisition expenses and loss on restructuring of subsidiaries and affiliates despite growth in operating income.

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Revisions to the forecasts of consolidated financial results for Fiscal Year Ending March 31, 2017



## Revenue \$ 2.8 Billion<sup>(※)</sup>



※Revenue as of Jan 2016



# Acquisition of Dell Services

Target Geographic Coverage

more than **50** Countries (※)



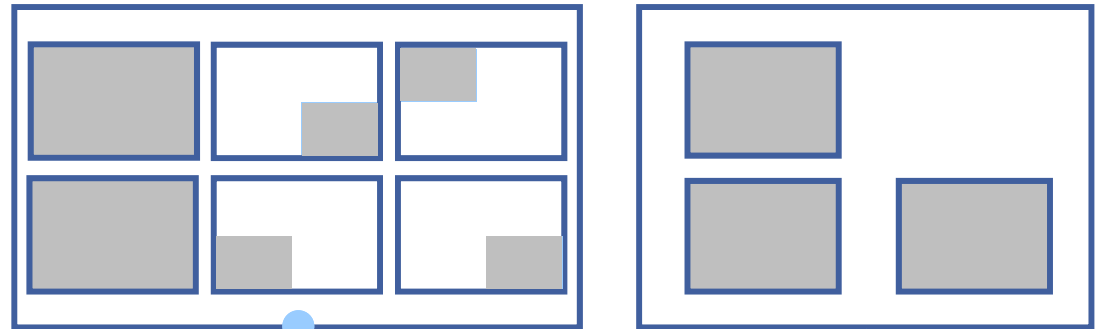
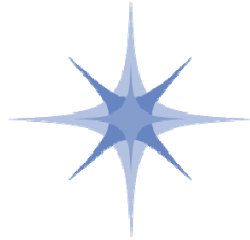
Employees

Approx. **28,000** (※)



Total Assets

\$ **1.9** Billion (※)



Carve-Out

※As of January 31, 2016

Formation of Legal entities and branches

Multiple applications to regulatory authorities

Corporate IT preparation

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Efforts to close the deal

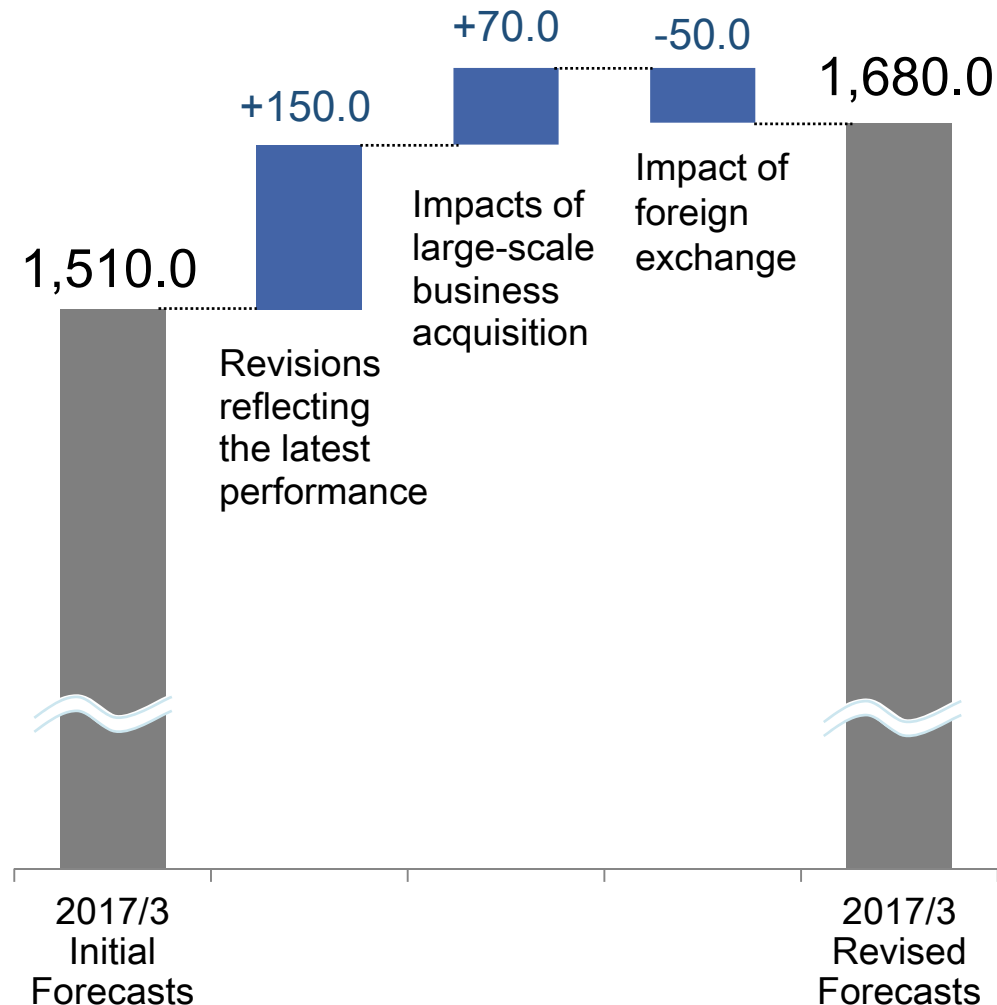
# Revisions to the Full-year Forecasts of Business Performance for Fiscal Year ending March 31, 2017

**NTT DATA**

( Billions of Yen, % )

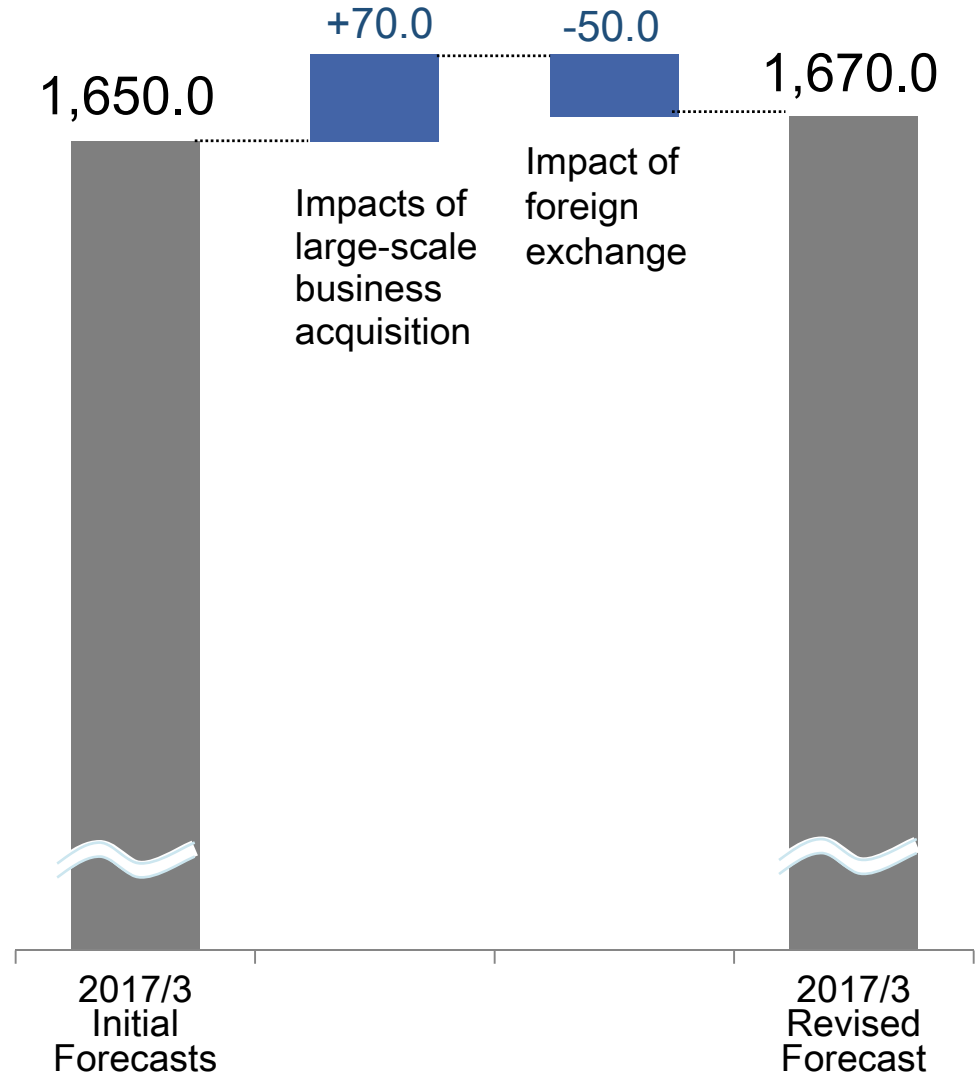
	2016/3 Results ①	2017/3 Initial Forecasts ②	2017/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	1,662.6	1,510.0	1,680.0	+ 17.3 + 1.0%	+ 170.0 + 11.3%
Net Sales	1,614.8	1,650.0	1,670.0	+ 55.1 + 3.4%	+ 20.0 + 1.2%
Operating Income	100.8	105.0	105.0	+ 4.1 + 4.1%	-
Income Before Income Taxes	107.7	99.0	86.0	-21.7 -20.2%	-13.0 -13.1%
Net income attributable to owners of parent	63.3	58.0	49.0	-14.3 -22.7%	-9.0 -15.5%
Cash Dividends per share (yen)	70	70	70	-	-

## New Orders Received



## Net Sales

( Billions of Yen )

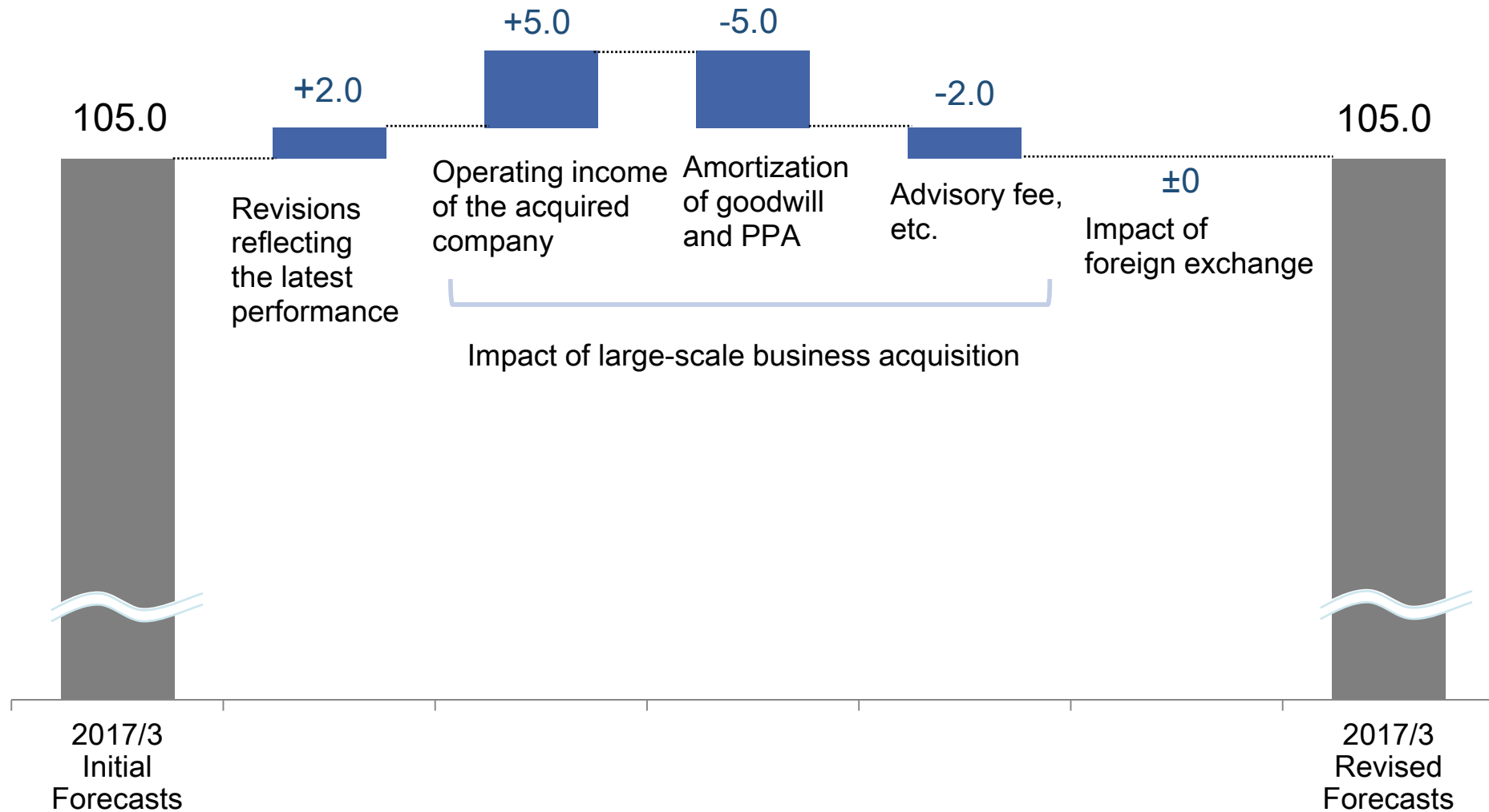


\* The impact of the large-scale business acquisition was calculated on the assumption that earnings results for the three-month period are consolidated.



( Billions of Yen )

# Operating Income



\* Forecast for income before income taxes includes 15 billion yen in gain on sales of investment securities (Extraordinary gains) and 27 billion yen in acquisition expenses and loss on restructuring of subsidiaries and affiliates.

Public & Social Infrastructure  
(Earnings Forecasts for the Fiscal Year Ending March 31, 2017)

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( Billions of Yen, % )

	2016/3 Results ①	2017/3 Initial Forecasts ②	2017/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	401.1	277.0	300.0	-101.1 -25.2 %	+ 23.0 + 8.3%
Net Sales	420.8	426.0	426.0	+ 5.1 + 1.2%	-
Operating Income	33.4	38.0	38.0	+ 4.5 + 13.6%	-
Segment Profit(*)	32.2	38.0	38.0	+ 5.7 + 17.8%	-

(\*)Segment Profit is income before income taxes

( Billions of Yen, % )

	2016/3 Results ①	2017/3 Initial Forecasts ②	2017/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	520.9	462.0	556.0	+35.0 + 6.7%	+ 94.0 + 20.3%
Net Sales	523.6	520.0	520.0	-3.6 -0.7%	-
Operating Income	31.9	38.0	38.0	+ 6.0 + 18.8%	-
Segment Profit(*)	34.0	38.0	38.0	+ 3.9 + 11.6%	-

(\*)Segment Profit is income before income taxes

( Billions of Yen, % )

	2016/3 Results ①	2017/3 Initial Forecasts ②	2017/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	220.9	223.0	223.0	+ 2.0 + 0.9%	-
Net Sales	391.8	406.0	406.0	+ 14.1 + 3.6%	-
Operating Income	32.6	32.0	32.0	-0.6 -2.0%	-
Segment Profit(*)	48.0	33.0	48.0	-0.0 -0.2%	+ 15.0 + 45.5%

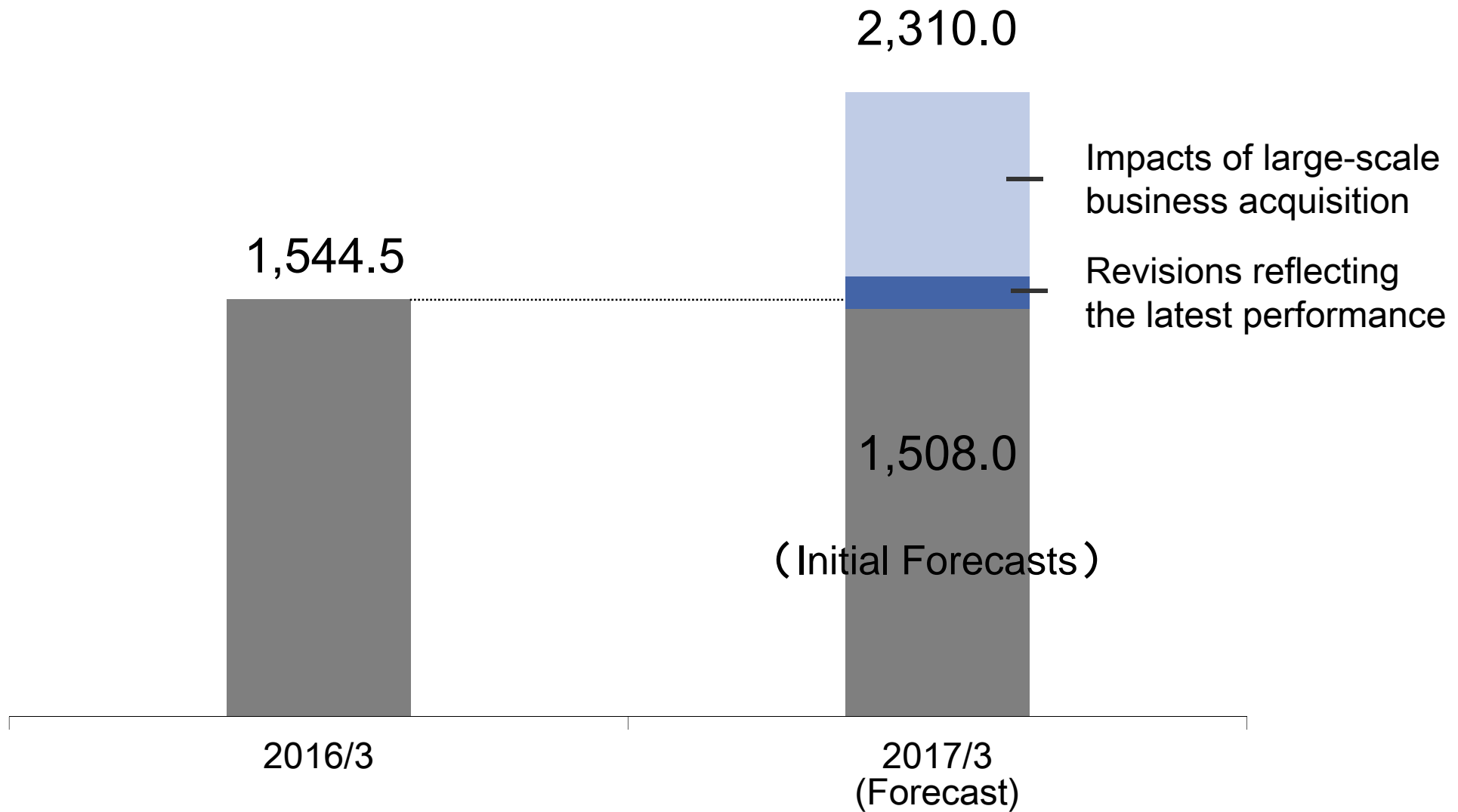
(\*)Segment Profit is income before income taxes

( Billions of Yen, % )

	2016/3 Results ①	2017/3 Initial Forecasts ②	2017/3 Revised Forecasts ③	YoY ③-①	Versus Initial Forecasts ③-②
New Orders Received	502.7	542.0	595.0	+ 92.2 + 18.3%	+ 53.0 + 9.8%
Net Sales	519.6	549.0	569.0	+ 49.3 + 9.5%	+ 20.0 + 3.6%
Operating income (before amortization of goodwill)	12.7	17.0	17.0	+ 4.2 + 33.7%	-
Operating Income	0.8	2.0	0.0	-0.8 -100.0%	-2.0 -100.0%
Segment Profit(*)	-4.8	-1.0	-31.0	-26.1 -539.7%	-30.0 -

(\*)Segment Profit is income before income taxes

( Billions of Yen )



情報種別：厳秘・重要(決算発表まで)  
重要(決算発表後)  
会社名：(株)NTTデータ  
情報所有者：財務部

NTT DATA

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# Medium-term Management Plan (From the Fiscal Years Ending March 31, 2017 to 2019)



Net Sales

> **2** trillion yen

Operating Income

**+50%** \*



\* Compared to FY2015(After adjustment for incremental investments in new fields)





# NTT DATA : ASCEND – Driving principles

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## Global 2<sup>nd</sup> Stage

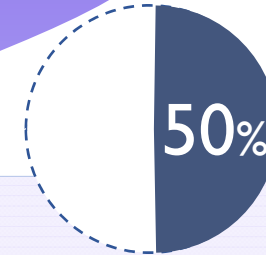
Recognized as a global brand

## Global 3<sup>rd</sup> Stage



Sales outside Japan

Net Sales



> 2tn yen



# NTT DATA : ASCEND

Rise and grow our global brand

FY2016 - FY2018

## Strengthen Local Presence

Game-changing Approach

Breakthrough Technology

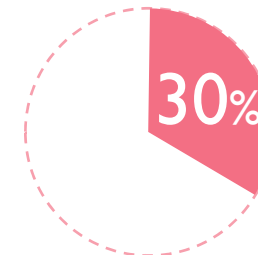
### Driving Principles

## Global 1<sup>st</sup> Stage

Increase Global Coverage



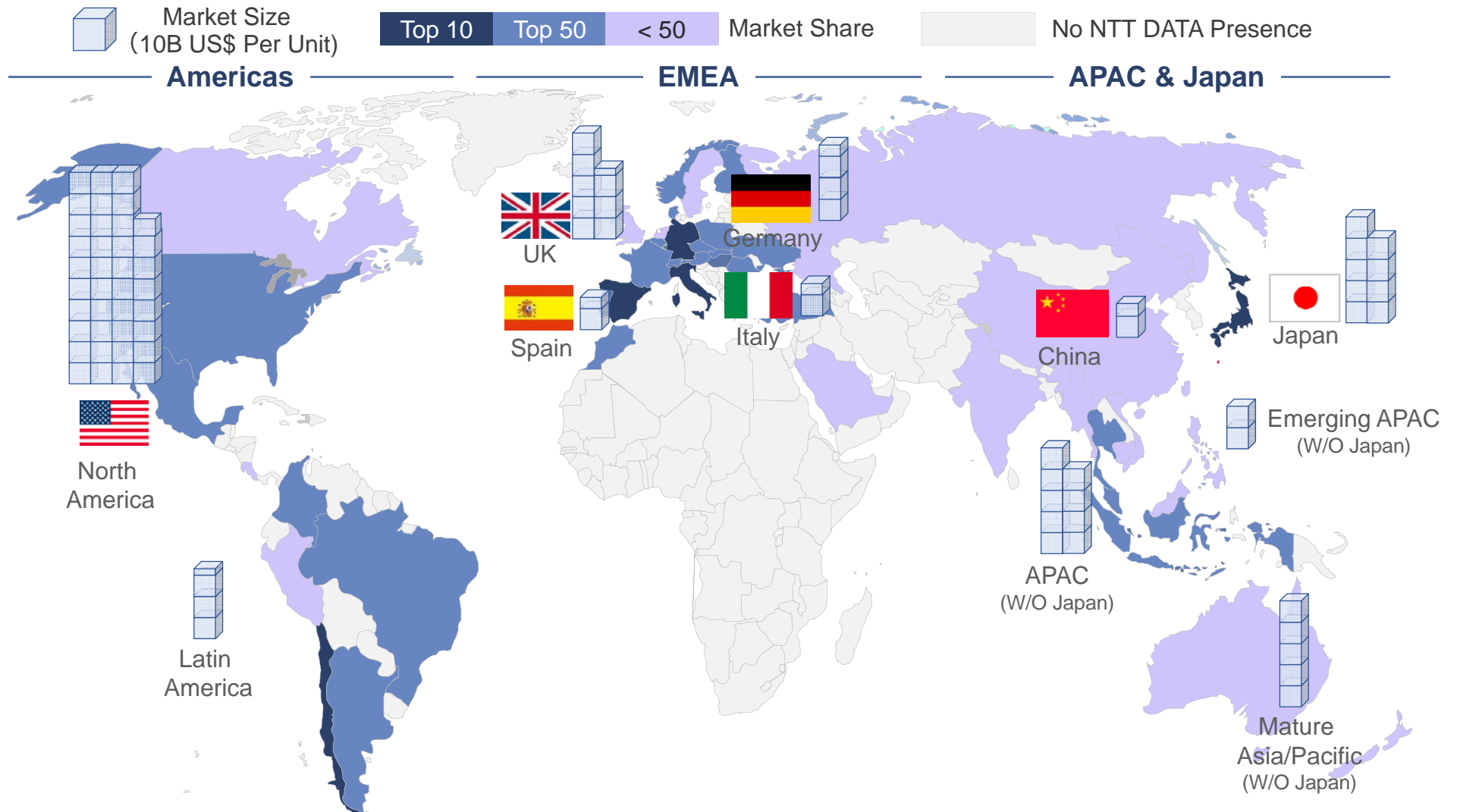
Sales outside Japan





# NTT DATA : ASCEND – Strengthen Local Presence

Tailoring growth strategies to local market conditions to strengthen our local presence.



Source: Market Share: IT Services, 2015 6 April 2016 Kathryn Hale et al.

Region categories: Mature APAC: Australia, Japan, New Zealand, Singapore, South Korea. Emerging APAC: India, Malaysia, Thailand, Indonesia, other.



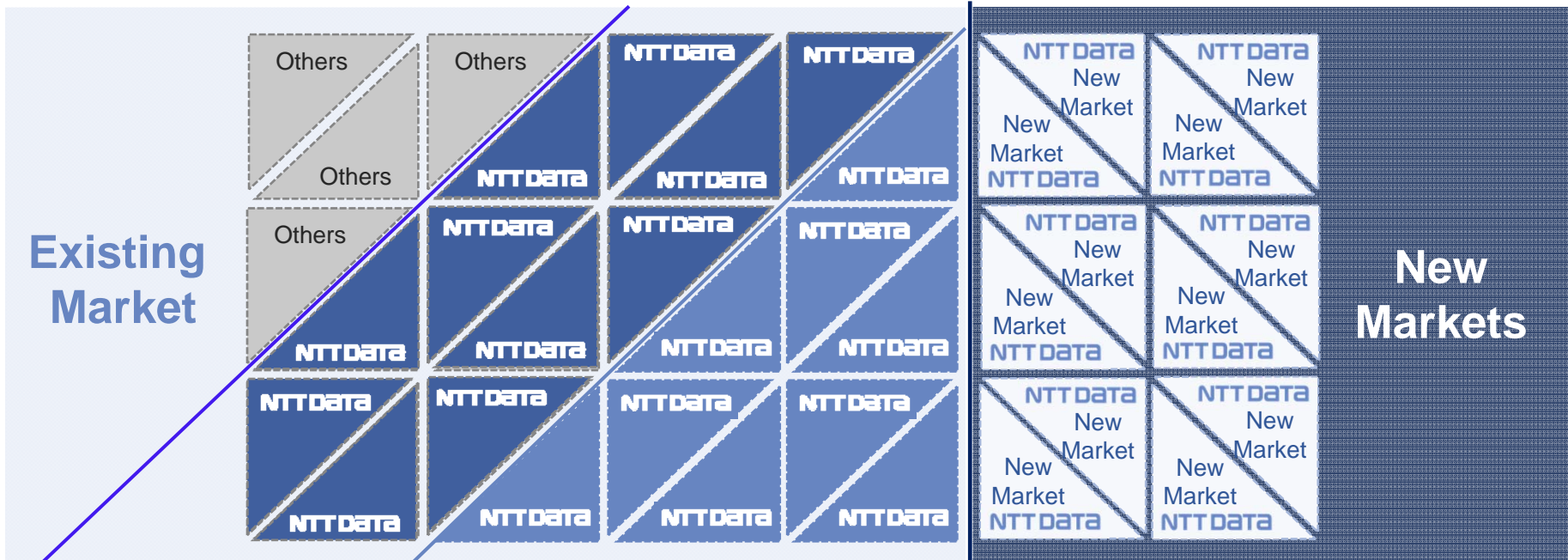
# NTT DATA : ASCEND – Game-changing Approach

NTT DATA

Accelerating our growth both with existing clients and in new markets by anticipating market trends.

Increase market share with existing clients

Win in new markets



Increase Market Share

Current Share

Win business in new markets

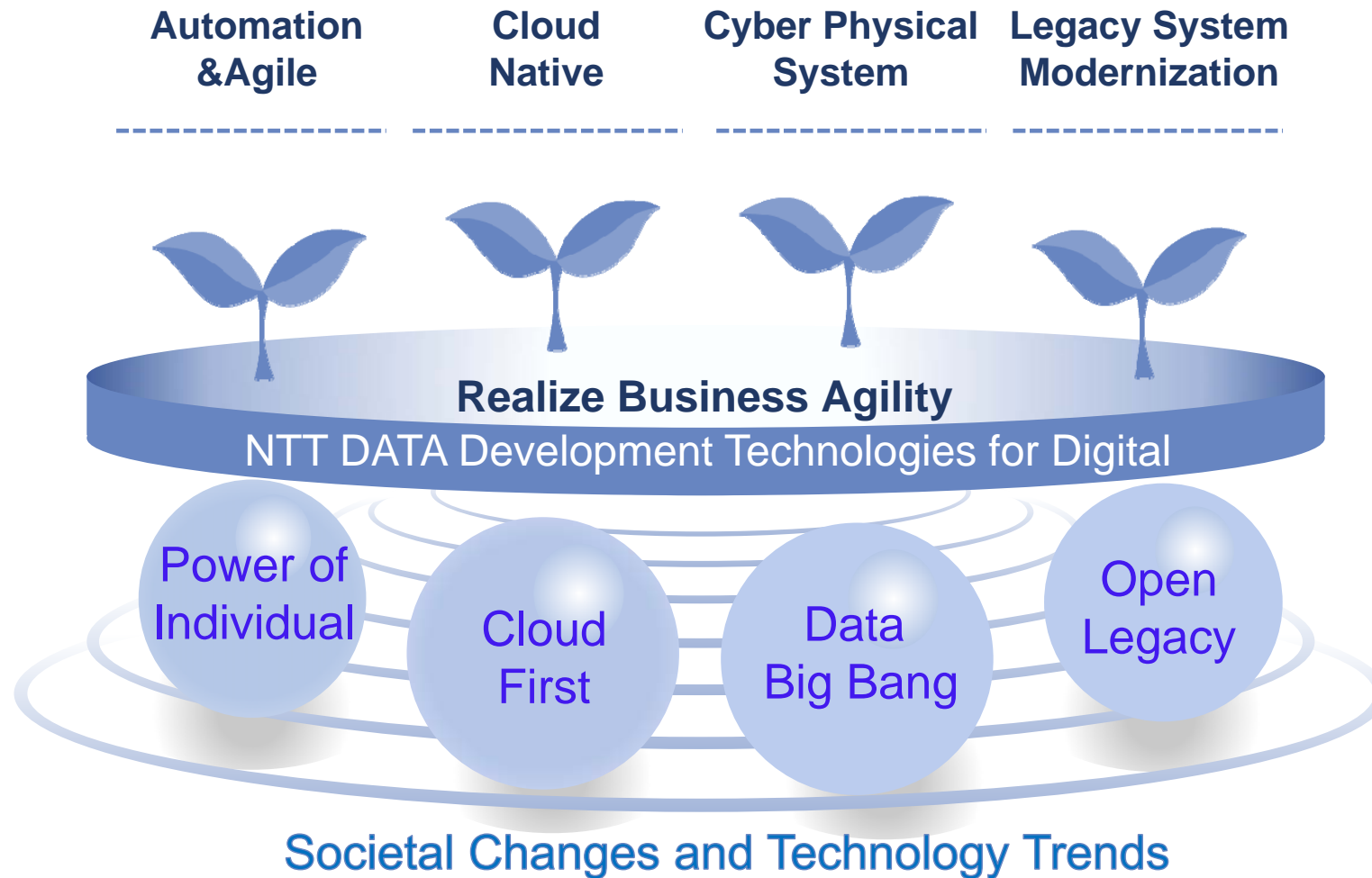
Anticipate changes in clients needs, proactive to deregulations

Innovate technologies



# NTT DATA : ASCEND – Breakthrough Technology

Enabling our clients to enhance core competencies by applying **innovative technologies** to deliver solutions with agility and flexibility.





**Co-innovating with our clients** by applying our Foresight, Vision and Open Partner Ecosystem.

## Foresight

Identify and apply advanced technologies



## Vision

Clients' business insight





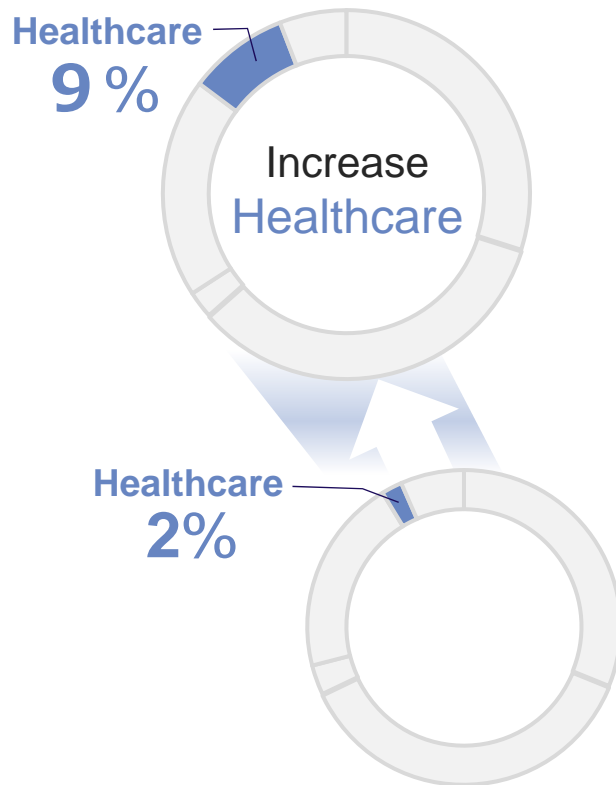
As per “Notice regarding NTT DATA’s acquisition of Dell Systems Corporation and IT services related assets” dated November 3rd, 2016, the name of the entity that owns the assets and businesses has been changed as of November 3rd, 2016.



# NTT DATA Services – Benefits for NTT DATA Group

Increasing our local presence in North America by expanding our Industry & Technical Portfolios while increasing to 61, our large accounts with >\$50M in annual sales.

## Industry Verticals

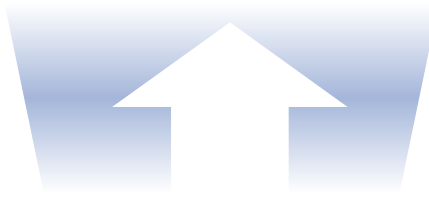


## Client Base

NTT DATA Global IT Innovator + NTT DATA Services formerly Del Services



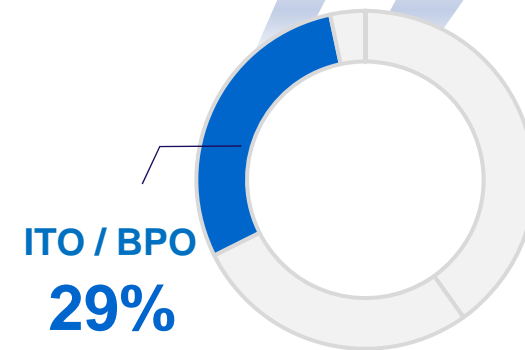
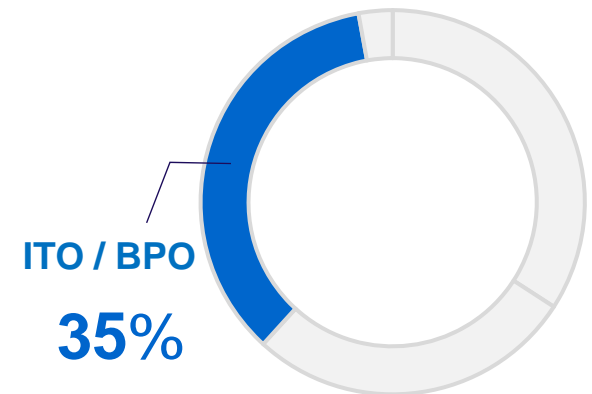
61 Clients  
\$50M+/Year \*



50 Clients  
\$50M+/Year

NTT DATA  
Global IT Innovator

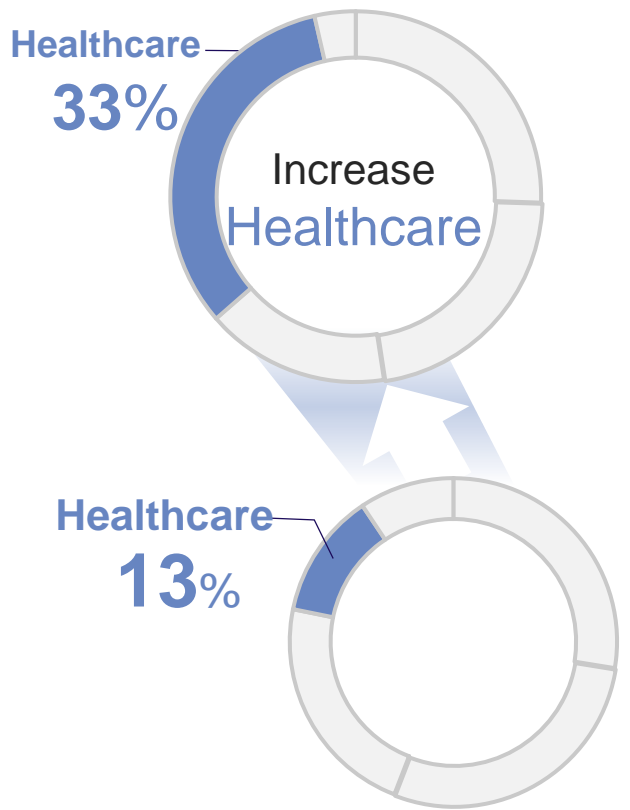
## Technical Portfolio



\*Clients in Japan with >JPY5B in annual sales

Expanding our Healthcare Industry & ITO/BPO Technical Portfolios while adding 11 clients with >\$50M in annual sales.

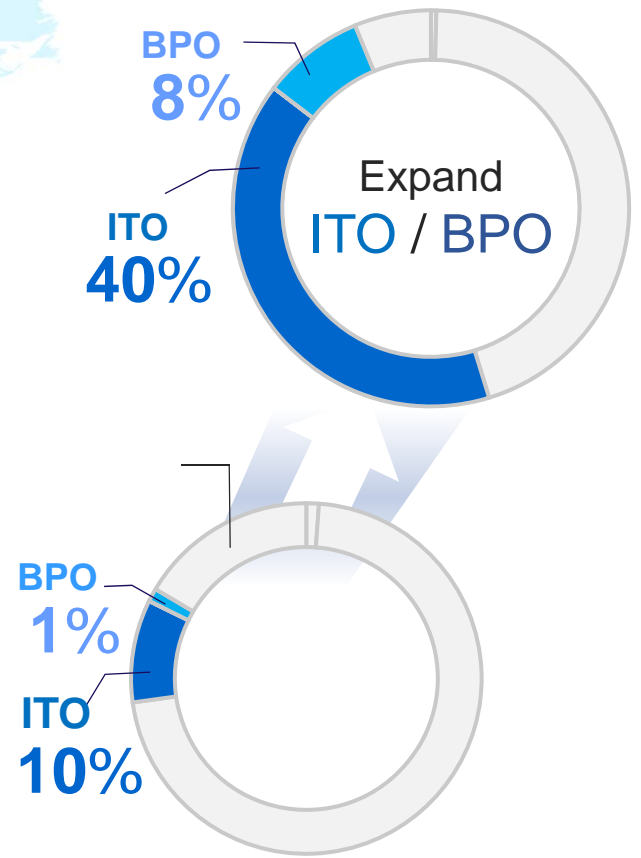
**Industry Verticals**



**Client Base**



**Technical Portfolio**







# NTT DATA Services – Driving New Growth

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The combination of NTT DATA and Dell Services assets are accretive and will drive new growth.

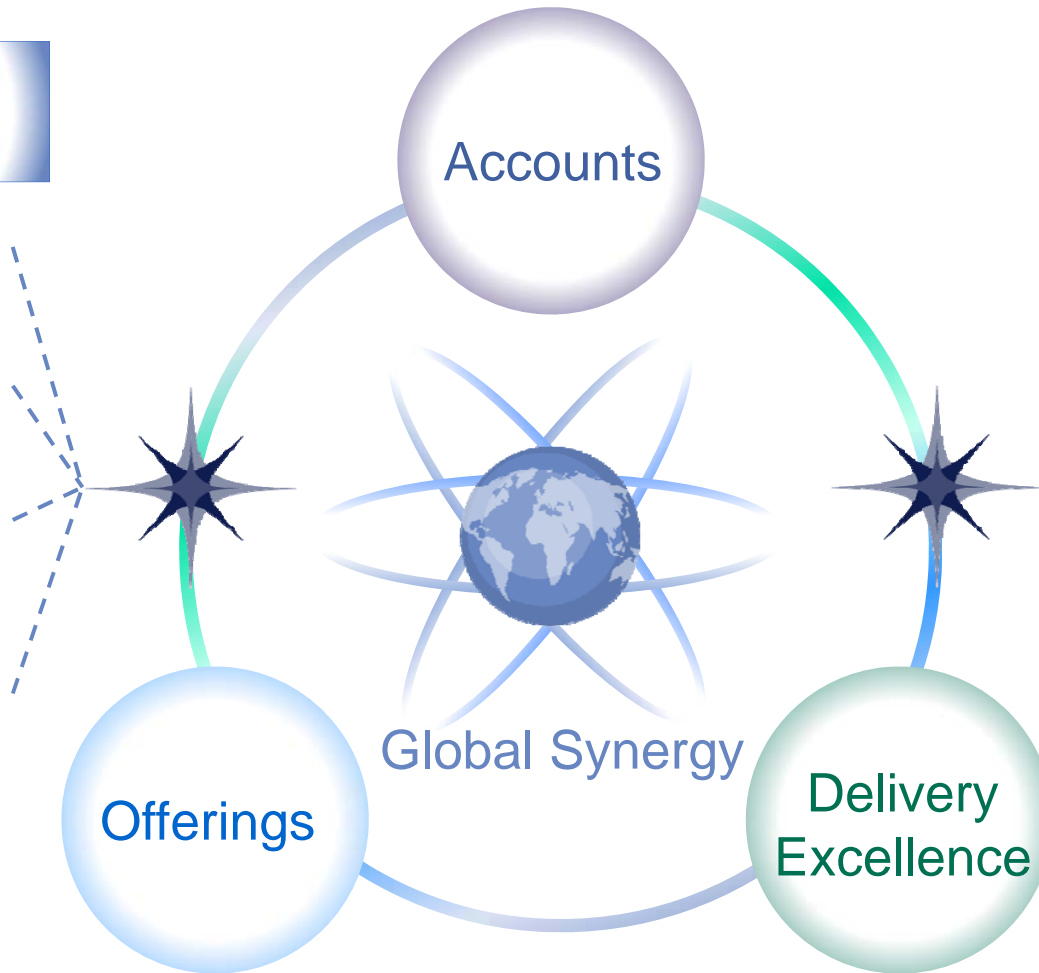


Digital, IoT

Advisory

\$50M+/Year  
50 Clients

Cutting-edge  
Technologies



Mobile Analytics

BPO / ITO

Healthcare &  
BFSI\*

Cloud services

\*BFSI: Banking , Financial Services and Insurance

4

Appendices

# Operating Environment Surrounding NTT DATA and Business Outlook (1/4)

- Although we face severe market environment in the overall business for national government on the back of intensified competitions and more demands for cost reductions, we expect growth in business opportunities as the realization and achievement of society using the world's leading IT is required.
- The social security and tax number system under the so-called "Number Act" (the "My Number System") was launched in January 2016, and the government, local governments, financial institutions and private-sector corporations are continuing their efforts for setting up necessary frameworks for information sharing, etc.
- In the utilities industry, market changes arising from system changes including electricity and gas systems reforms are expected to prompt an increase in IT spending.

<p>National Government</p>	<ul style="list-style-type: none"> <li>• With the "Declaration on the Creation of the World's Most Advanced IT Nation" revised in May 2016, we expect growth in business opportunities as demands for cost reduction in the administrative information systems are increasing while the realization and achievement of society using the world's leading IT such as IoT (Internet of Things) and AI (Artificial Intelligence) is required.</li> <li>• In relation to the My Number System, relevant authorities started issuing notifications of personal ID number (the "My Number") and accepting application for card issuance in October 2015. The My Number has been effective for use since January 2016, and preparation is continuing towards the expanded information sharing scheduled in July 2017.</li> </ul>
<p>Local Government</p>	<ul style="list-style-type: none"> <li>• Amid overall belt-tightening, the market environment is becoming harsher due to heightened demands for cost reduction and intensified competitions, but we expect growth in business opportunities reflecting the promotion of vitalization of local economy through the use of IT, etc.</li> <li>• As with national government, preparation in relation to the My Number System is also continuing for the expanded information sharing scheduled in July 2017.</li> </ul>
<p>Healthcare</p>	<ul style="list-style-type: none"> <li>• With "The improvement of environment for utilization of personal data" and "The full-scale implementation of ICT in the medical/nursing care industries" highlighted in the government policy, and given that the intensive consideration is being conducted concerning the improvement and utilization of the number system to be utilized in the medical industry as well as the related database of the medical industry held by the central government, etc., and concrete approaches for integrated use of personal medical and health information, it is assumed that the ICT and the use of medical information in the medical industry will be accelerated more and more. With advances in AI technology, the scope of AI application in the medical industry is expected to expand.</li> </ul>
<p>Telecom and Utility</p>	<ul style="list-style-type: none"> <li>• In the utilities industry, market changes arising from system changes including electricity and gas systems reforms are expected to prompt an increase in IT spending.</li> <li>• In the telecom industry, business focus will be shifted to non-telecom businesses and cross-sectoral collaboration responding to intensifying competitions. IT spending is also shifted from infrastructure and networking facilities to new services, continuously requiring further cost reduction in the IT spending for the existing domains.</li> </ul>

# Operating Environment Surrounding NTT DATA and Business Outlook (2/4)

• While overall IT investments remain conservative partly reflecting the impact of negative interest rates, uncertain global financial situations, etc., it is expected that the investments will be made to meet the growing needs for availability of domestic inter-bank payments 24 hours a day and 365 days a year, sophistication of settlement activities, and globalization. Additionally, there are vigorous activities in relation to Fintech, and it is expected that investments in initiatives that are related to new services will increase.

Financial

<p><b>Banks</b></p>	<p>Careful attention must be paid to the increasing sense of uncertainty in the economy and the impacts of the revision to the Banking Act on the banking industry and IT investments.</p> <p><b>【Major Banks】</b></p> <ul style="list-style-type: none"> <li>• While it is necessary to keep an eye on the impacts of the sense of uncertainty for economic outlook on IT investments, we expect that the needs for services using the new technologies including Fintech will continue.</li> <li>• Given relaxing of regulations, the development of new services using IT and creation of subsidiaries are expected.</li> <li>• The trend of major banks' global development for supporting the overseas expansion of the Japanese companies centering in Asia has shifted from comprehensive investments to investments in the businesses in need.</li> </ul> <p><b>【Regional Banks】</b></p> <ul style="list-style-type: none"> <li>• There are growing needs for Fintech-related services.</li> <li>• Looking ahead, we expect to see active IT investments associated with business consolidation, as well as investments in anticipation of systems reform.</li> <li>• There are increasing needs related to online activities, including functions to prevent unauthorized accesses to internet banking services, as well as banking services through downloaded applications.</li> <li>• Profitability in the main businesses (net interest margin) still faces tough environment in which the need for cutting running costs will continue. At the same time, needs for joint use of IT has been rising.</li> </ul>
<p><b>Insurance</b></p>	<ul style="list-style-type: none"> <li>• While IT spending in the overall industry faces tough situations, investments in new channels, new products, improvement of efficiency and other fields are expected.</li> </ul>
<p><b>Security</b></p>	<ul style="list-style-type: none"> <li>• While domestic markets remain unstable, appetite for investing in the areas of “regulatory compliance” and “wealth accumulation in the retail business” is observed.</li> </ul>
<p><b>Credit Corporations</b></p>	<ul style="list-style-type: none"> <li>• The credit card market has been growing steadily. With substantially improving investment environment in the relevant industry, IT spending is expected to increase for “cost-cutting projects” in addition to the “measures to increase the top line.” Cashless settlements seem to continue as seen in the NFC mobile settlements, the use of smartphones as a credit card terminal for settlement, branded prepaid cards and debit cards.</li> <li>• With diversifying means of payment and settlement, the risk of information leakage from the member stores' side is increasing. The payment card industry is now considering the methods of examination and management of member stores.</li> </ul>
<p><b>Cooperative Financial Institutions</b></p>	<ul style="list-style-type: none"> <li>• A moderate recovery trend of the domestic economy including regions continues despite some weakness observed in some areas. Meanwhile, a substantial boost in IT spending cannot be expected taking into consideration the lingering fierce business environment such as uncertain outlook for the future economy as well as lowering lending rates on the back of competitions in interest rates.</li> <li>• Trends of improvement of cost efficiency through reorganizations and outsourcing operations, as well as promoting investments in IT strategic domains can be observed.</li> </ul>
<p><b>Financial Infrastructure and Financial Network Services</b></p>	<ul style="list-style-type: none"> <li>• Needs for sophisticated settlements are increasing on the back of the economic globalization and the improving convenience by using IT technology. The improvement of settlement infrastructure is being considered. In Japan, a movement for 24-hour/365-day operation has begun, thereby it is anticipated that financial institutions will implement IT spending to realize such operation systems.</li> </ul>

While consumer spending has shown signs of recovery, the direction of Japan's economy remains uncertain, with a continuing cautious attitude towards IT spending. On the other hand, investments targeting "keen users of IT technology", aiming for increasing revenues at sales-customer contact points and transforming business by use of AI, have accelerated.

### Retail, Logistics, Payment and Other Service Industry

- Demands for IT spending aiming at increasing sales by using Omni-channel have been growing steadily. These investments can be also expected for businesses aiming at foreign tourists visiting Japan.
- Demands for IT spending for peripheral functions of payment (electronic sign, point management, etc.) and inbound travelers service functions (overseas cards, multi-currency settlement, issuance of tax-exempt documents, etc.) were robust in addition to needs for conventional payment services.
- Needs for implementing foreign payment services through smartphones/new technologies have increased.

### Manufacturing Industry

- There are strong needs for enterprise system/ERP restructuring and integration within the company group.
- Growth in IT spending can be expected, particularly in the digital domains including signs of a possible breakdown indicated by the big data using IoT as well as digital marketing for consumer products, etc.
- As system improvement toward the enhancement of global competitiveness as well as measures for reinforcement of production facilities are consistently implemented, it is expected that the demand for visibility of supply chains and the reconstruction of logistics infrastructure will become apparent.

### Network Services, Data Center Services, Cloud Services and Digital Services

#### 【Network Services】

- Wired networks business continued to grow steadily, driven by the demand for building global operations, in addition to the BCP-related demand (network redundancy, etc.).
- In the wireless network business, the introduction of public relations terminals is under way in various industries, thereby it is expected that the use of tablet terminals, lines for mobile terminals and wireless LAN will expand further.

#### 【Data Center Services and Cloud Services】

- There are increasing needs for hybrid- and multi-cloud environment whereby a variety of cloud environment, including public cloud, are linked together.

#### 【Digital】

- In the big data-related businesses, which mainly consisted of demonstration testing, needs for large-scale, real time analysis and processing platforms in IoT and marketing automation have surfaced, and the relevant projects are under development.
- There are growing needs for long-term business transformation based on new IT spending, such as in AI.

# Operating Environment Surrounding NTT DATA and Business Outlook (4/4)

Global

## Americas

- The US economic outlook for 2016 remains modest in general, driven by opposing forces of solid domestic spending and cautious investment in a weak global environment. The dollar remains strong, bolstered by higher consumer spending, driven in part by strong consumer confidence, jobs growth and personal income. Meanwhile, the industrial core of the economy is expected to continue to decelerate with weaker appetite for investment. This is mainly due to sluggish oil and energy prices and uncertain demand from outside the United States which is expected to remain in a holding pattern for some time to come.
- The IT services market in the United States is expected to maintain moderate growth with demand focused on consulting, etc. aiming at the application of cutting-edge technology to businesses.
- While the overall economy in the Latin America region has trended downward, in Brazil, the rate of decline in economic indicators is slowing with the bottoming out natural resource prices and Brazilian currency, indicating some signs of exit from the phase of economic slowdown. Chile and Mexico, despite some sense of deceleration, are expected to achieve moderate growth owing to the steady growth of the U.S. economy.  
The overall regional economy is likely to require more time to achieve a full-fledged recovery, and companies remain cautious towards investments as a whole, including IT. However, there will continue to be solid demand for IT spending that contributes to the standardization, improvement of efficiency of business operations, and cost reduction.

## EMEA

- The Eurozone economy continues to show steady recovery, mainly led by the demand within the region. The immediate effects of the U.K.'s decision to withdraw from European Union seems limited at this juncture. The moderate growth of the Eurozone economy is expected to continue based on ECB's monetary easing, etc. However, the future direction of countries in relation to the U.K.'s situation remains uncertain, and there are concerns over the impact of Brexit on corporates' plans for investment and consumer spending.
- In the U.K., mainly led by consumer spending, concerns over the potential severe economic triggered by the decision for Brexit diminished for now. At the same time, amid the lingering uncertainty towards the political and economic outlook, it is anticipated that the economy will be weighed down by the decline in investments and consumption due to deteriorating business sentiment in the U.K. companies and households, in addition to the adjustment to investments from foreign countries.
- The IT services market remains robust at this juncture, but careful attention must be paid to the situation because it is likely that companies in Eurozone and the U.K. will strengthen cautious attitudes toward IT spending in the future.

## Asia-Oceania

- The economy in India and Southeast Asia generally remained robust due to the increase in consumer spending on the back of lowering resource prices and rising disposable personal income. For the IT services market, in India and Indonesia, there is growing demand for innovative services using IT, in addition to conventional IT services. In Singapore, there is strong demand for cutting-edge technologies, such as big data analytics, AI and IoT.
- As for the Chinese economy, the service sector continues to see stable growth, but the growth rate of the industrial sector remains low amid the strengthened efforts to eliminate overcapacity, showing no sign of trend reversals. IT spending maintained its strengths led mainly by vigorous investment appetite of the internet-related industry, but the overall growth of the IT service market is projected to somewhat slow down, reflecting the country's real economy.

# Overview of Consolidated Earnings and New Orders Received

NTT DATA

(Billions of Yen,%)

	2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	YoY ( % )	2017/3 Full-Year Forecasts
New Orders Received	824.6	975.6	+18.3	1,680.0
Orders on Hand	1,494.7	1,793.4	+20.0	2,310.0
Net Sales	743.2	779.6	+4.9	1,670.0
Cost of Sales	566.6	581.2	+2.6	1,253.0
Gross Profit	176.6	198.3	+12.3	417.0
SG&A Expenses	145.5	153.0	+5.2	312.0
Selling Expenses	66.0	68.3	+3.5	146.0
R&D Expenses	5.6	5.5	-2.1	13.0
Other Administrative Expenses	73.7	79.0	+7.2	153.0
Operating Income	31.1	45.3	+45.8	105.0
Operating Income Margin(%)	4.2	5.8	1.6P	6.3
Ordinary Income	31.2	45.0	+44.3	98.0
Extraordinary Income and Loss	-	-0.1	-	-12.0
Income before Income Taxes	31.2	44.9	+43.9	86.0
Income Taxes and Others	15.4	15.8	+2.7	37.0
Net income attributable to owners of parent	15.7	29.0	+84.5	49.0
Capital Expenditures	58.2	67.6	16.2	153.0
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles	77.9	76.0	-2.4	162.0

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)

	2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	2017/3 Full-Year Forecasts
Public & Social Infrastructure	144.3	152.8	354.0
Financial	213.4	219.3	466.0
Enterprise & Solutions	133.0	143.7	290.0
Global	245.6	260.5	554.0



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

NTT DATA

(Billions of yen)

		2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	2017/3 Full-Year Forecasts
<b>Public &amp; Social Infrastructure</b>				
(Main item)	Central government and related agencies, Local Government, and Healthcare	129.1	96.3	150.0
	Telecom and Utility	53.9	43.1	83.0
<b>Financial</b>				
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	147.1	191.9	350.0
	Cooperative financial institutions and Financial Network Services	71.3	122.7	177.0
<b>Enterprise &amp; Solutions</b>				
(Main item)	Retail, Logistics, Payment and Other Service Industry	40.4	38.5	61.0
	Manufacturing Industry	58.2	62.8	110.0
	Network Services, Data Center Services, Cloud Services and Digital Services	20.3	22.8	46.0
<b>Orders on Hand</b>				
	Public & Social Infrastructure	1,494.7	1,793.4	2,310.0
	Financial	457.4	449.4	370.0
	Enterprise & Solutions	700.2	912.3	914.0
	Global	90.1	103.8	82.0
		244.2	325.9	941.0

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)

NTT DATA

(Billions of yen)

		2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	2017/3 Full-Year Forecasts
<b>Public &amp; Social Infrastructure</b>				
(Main item)	Central government and related agencies, Local Government, and Healthcare	76.8	84.8	200.0
	Telecom and Utility	42.4	40.1	83.0
<b>Financial</b>				
(Main item)	Banks, Insurance, Security, Credit Corporations and Financial Infrastructure	142.2	156.8	333.0
	Cooperative financial institutions and Financial Network Services	58.9	57.8	119.0
<b>Enterprise &amp; Solutions</b>				
(Main item)	Retail, Logistics, Payment and Other Service Industry	51.8	53.8	104.0
	Manufacturing Industry	55.1	53.4	114.0
	Network Services, Data Center Services, Cloud Services and Digital Services	23.3	32.4	65.0
<b>Integrated IT Solution</b>		229.0	236.8	477.0
<b>System &amp; Software Development</b>		176.2	191.8	460.0
<b>Consulting &amp; Support</b>		308.2	322.8	678.0
<b>Others</b>		29.7	28.2	55.0
<b>Net Sales by Products and Services Total</b>		<b>743.2</b>	<b>779.6</b>	<b>1,670.0</b>

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

# Non-Consolidated Earnings and New Orders Received

NTT DATA

(Billions of Yen,%)

	2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	2017/3 Full-Year Forecasts
New Orders Received	433.4	483.6	812.0
Orders on Hand	1,108.3	1,318.5	1,252.0

Net Sales	380.8	395.9	840.0
Cost of Sales	298.1	298.0	639.0
Gross Profit	82.7	97.9	201.0
SG&A Expenses	55.1	57.7	120.0
Selling Expenses	26.6	26.3	58.0
R&D Expenses	4.7	4.7	11.0
Other Administrative Expenses	23.7	26.6	51.0
Operating Income	27.5	40.1	81.0
Operating Income Margin(%)	7.2	10.1	9.6
Ordinary Income	32.1	46.9	82.0
Extraordinary Income and Loss	-	15.0	15.0
Income before Income Taxes	32.1	61.9	97.0
Income Taxes and Others	8.5	17.5	28.0
Net Income	23.5	44.4	69.0

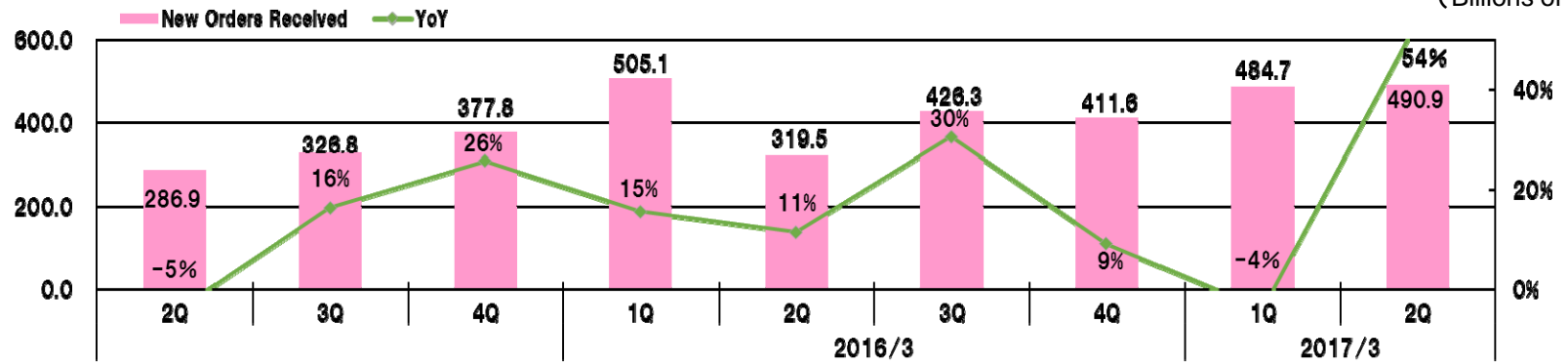
Capital Expenditures	45.3	56.4	124.0
Depreciation and Amortization /Loss on Disposal of Property and Equipment and Intangibles	61.4	60.7	124.0

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

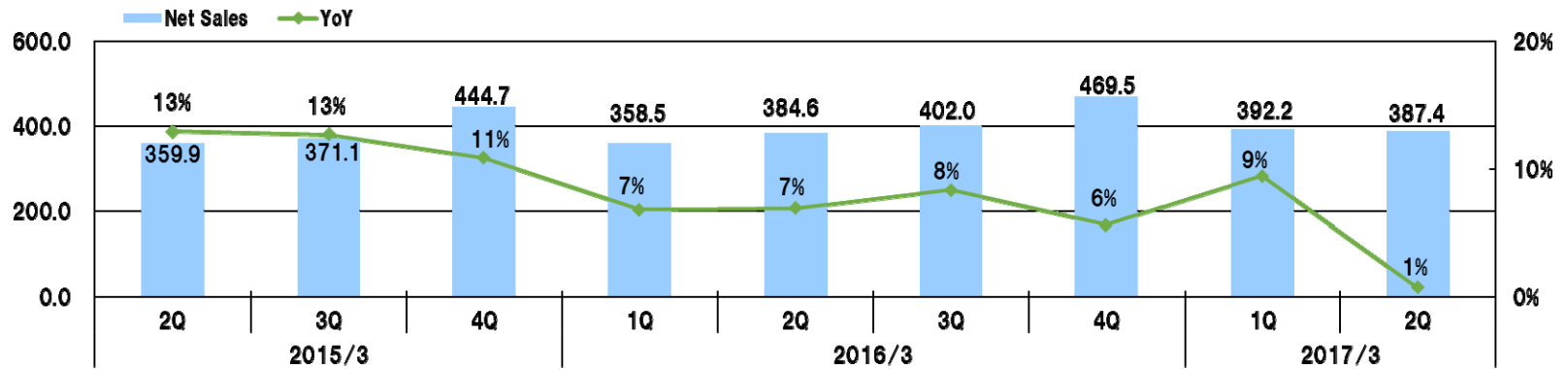
# Trends in Quarter (Consolidated)

(Billions of Yen,%)

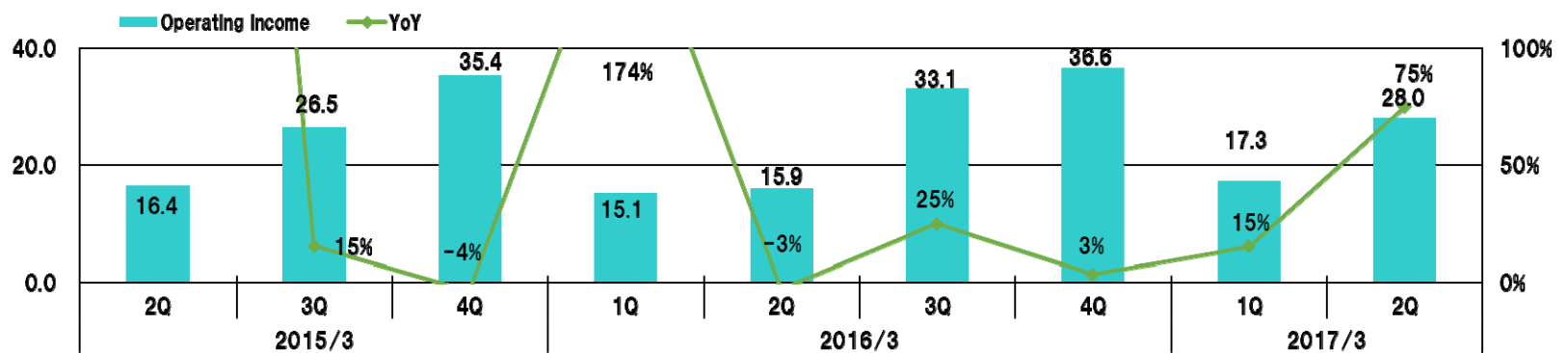
## ■ New Orders Received



## ■ Net Sales



## ■ Operating Income



# Foreign exchange rates (used for the conversion of the amount of orders received and incomes of the overseas group companies)

(Yen / %)

	2016/3 Q2 Results (Apr.-Sep.)	2017/3 Q2 Results (Apr.-Sep.)	YoY (%)	2016/3 Results	2017/3 Forecast (At beginning of the term)	2017/3 Forecasts (Revised forecasts)	Ratio to forecasts at beginning of the term (%)
	①	②	(②-①)/①		-	③	④
<b>USD</b>	121.85	104.91	-13.9%	120.01	113.00	103.00	-8.8%
<b>EUR</b> (For December- end companies)	134.08	124.51	-7.1%	134.28	126.00	119.00	-5.6%
<b>EUR</b> (For March-end companies)	135.09	118.07	-12.6%	132.57	126.00	115.00	-8.7%
<b>RMB</b> (Chinese Yuan Renminbi)	19.34	17.04	-11.9%	19.26	18.00	16.00	-11.1%



# NTT DATA

Global IT Innovator