



# Company Presentation for the First Quarter of the Fiscal Year ending March 31, 2013

July 31, 2012  
NTT DATA Corporation

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

**NTT DATA**

1. Results for the First Quarter of Fiscal Year Ending March 31, 2013
2. Medium-term Management Plan, Recent Business Climate and Major Initiatives
3. Appendices

**Cautionary Statement  
Regarding Forward-looking Statements**

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1. Results for the First Quarter of Fiscal Year Ending March 31, 2013

# Highlights of Results for the 1st Quarter of FY Ending March 31, 2013

[Billions of yen]

	2013/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	
New Orders Received	433.0	+ 22.5	+ 5.5%	
Net Sales	294.0	+ 23.7	+ 8.8%	
Operating Income	13.3	+ 1.7	+ 15.5%	
(*) Segment Profit	12.0	+ 1.1	+ 10.2%	
Net Income	7.0	+ 3.4	+ 98.1%	

(\*) Segment Profit is income before income taxes.

Increased due mainly to the effect of consolidated subsidiary expansion

[Billions of yen]

	2013/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	
Public & Financial IT Services (P&F)	294.7	+ 6.7	+ 2.3%	
Enterprise IT Services (E-IT)	122.8	+ 17.6	+ 16.8%	
Solutions & Technologies (S&T)	15.2	- 1.8	- 10.7%	
Total	433.0	+ 22.5	+ 5.5%	

Increased due mainly to the effect of consolidated subsidiary expansion and E-IT telecom related sales growth among other reasons.

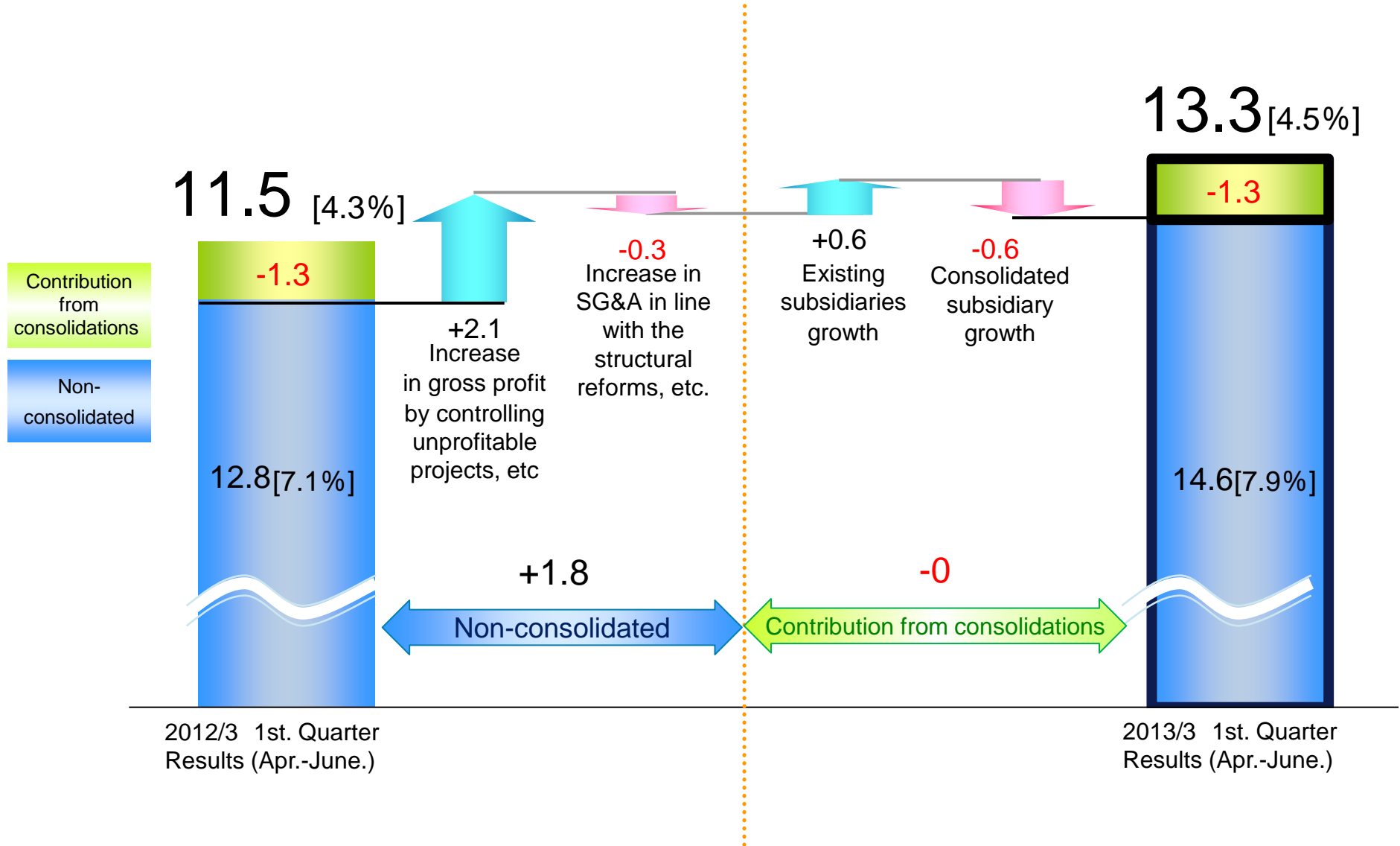
[Billions of yen]

	2013/3 1st. Quarter Results (Apr.-June.)	YoY (Amount)	YoY (Rate)	
Public & Financial IT Services (P&F)	183.5	+ 9.7	+ 5.6%	
Enterprise IT Services (E-IT)	100.1	+ 14.4	+ 16.9%	
Solutions & Technologies (S&T)	41.4	+ 3.2	+ 8.6%	
Others/ Elimination, etc	- 31.1	- 3.7	- 13.7%	
<b>Total</b>	<b>294.0</b>	<b>+ 23.7</b>	<b>+ 8.8%</b>	

(\*) Per-segment data includes internal transactions

# Operating Income (Versus previous year)

(Billions of yen)  
[ ]: operating margin



Earnings increased overall mainly owing to the control of unprofitable projects and the effect of E-IT sales growth which offset a decline in P&F earnings.

[Billions of yen]

	2013/3 1st. Quarter Results (Apr.-June.)	YoY (amount)	YoY (rate)	
Public & Financial IT Services (P&F)	11.0	- 2.2	- 17.0%	
Enterprise IT Services (E-IT)	1.0	+ 2.4	-	
Solutions & Technologies (S&T)	1.2	+ 0	+ 1.8%	
Others/ Elimination, etc	- 1.3	+ 0.8	+ 40.3%	
<b>Total</b>	<b>12.0</b>	<b>+ 1.1</b>	<b>+ 10.2%</b>	

(\*) Total Segment Profit is equivalent to income before income taxes. Financing costs and some other common costs are not reflected in company data.

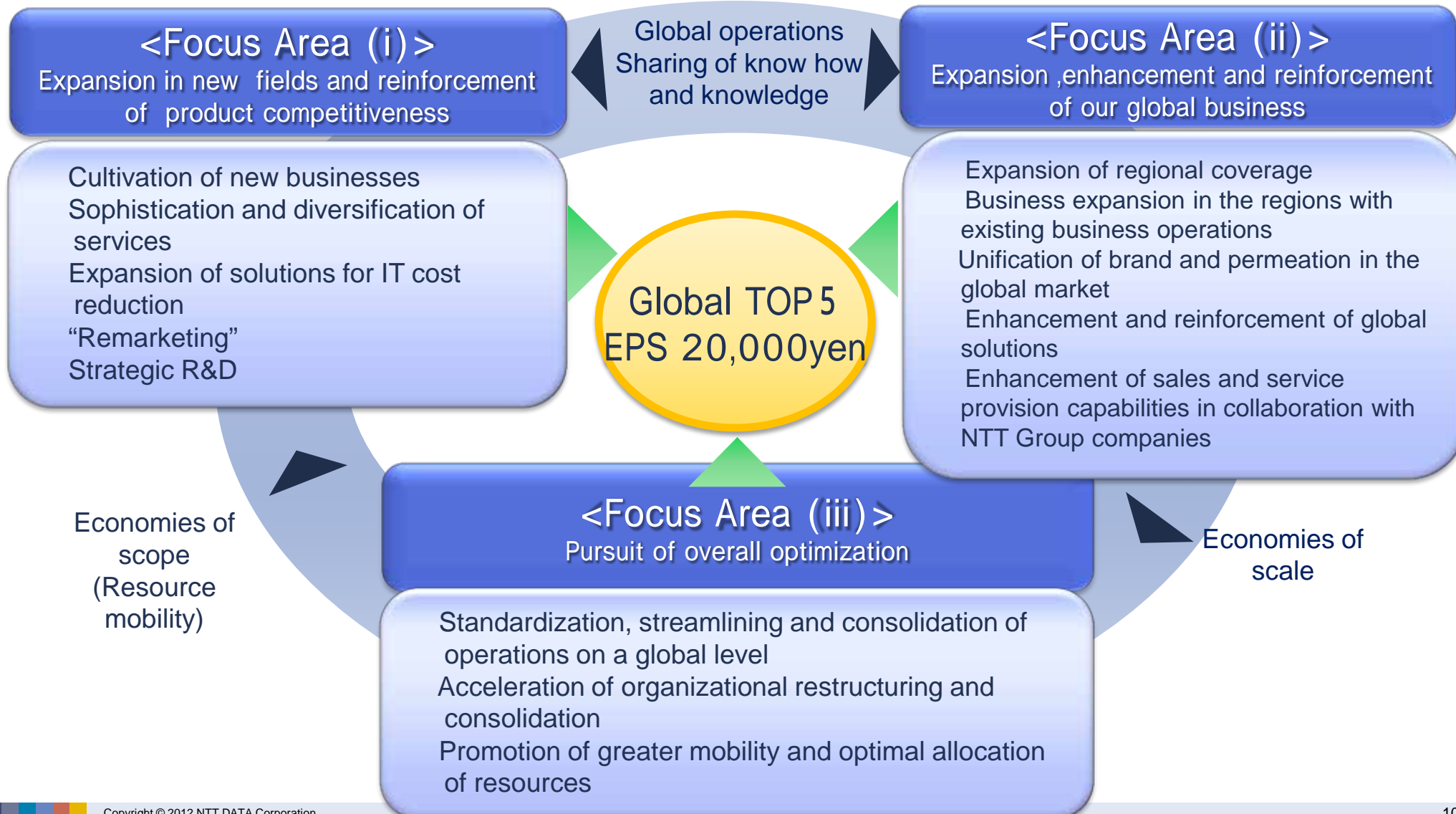
(\*) Per-segment data includes internal transactions. Totals are income before income taxes.





## 2. Medium-term Management Plan, Recent Business Climate and Major Initiatives

With the aim of becoming one of the “Global TOP 5,” work on the three focus areas.



## Global TOP 5

By evolving from a “corporate group focused on domestic large-scale SI business” into a corporate group which provides a wide range of IT services effectively on a global scale, will provide customers with best-in-class services leveraging scale economy.

## Improvement of Corporate Value

By realizing sustainable growth even amid uncertain economic environment through the transformation of business structure to combine investment necessary for business development and further reinforcement of financial foundations, will improve corporate value.

**EPS**

(FY Ending March 2016)

**20,000 yen**

(versus FY Ended March 2012: 85% up)

\* EPS (earnings per share)

- Government continues to consider measures for implementing My Number, etc.: close attention must also be paid to trends in IT spending.
- The IT spending outlook by financial institutions remains uncertain while an increase in investment is expected in the new fields such as cloud-computing, etc.

<p><b>National Government</b></p>	<ul style="list-style-type: none"> <li>· Although the government submitted bills related to the implementation of My Number to the Diet, actual IT spending cannot be expected until related bills have been passed and government and ministry ordinances, etc. have been issued.</li> <li>· As overall government spending has been sluggish, the growth in IT budget is likely to remain flat or decline slightly.</li> </ul>
<p>Local Government and Community-based Business</p>	<ul style="list-style-type: none"> <li>· Amid overall belt-tightening and cost-cutting demands, moves toward use of shared system are emerging as a way to reduce IT outlay.</li> <li>· Interest may grow in safety and security area, especially disaster prevention systems, and smart community area.</li> </ul>
<p><b>Healthcare</b></p>	<ul style="list-style-type: none"> <li>· New plans of the IT Strategic Headquarters (e.g., "My Hospital Everywhere") are still under discussion. We are watching the situation carefully.</li> <li>· With the delay in the submission of a bill for a new system replacing the late-elderly health care system, IT spending is likely to be delayed.</li> </ul>
<p><b>Major Banks</b></p>	<ul style="list-style-type: none"> <li>· Close attention must be paid to trends in IT spending as we can expect BPO and cloud-computing spending as part of business continuity planning (BCP) despite a possible reduction in IT spending.</li> </ul>
<p><b>Regional Banks</b></p>	<ul style="list-style-type: none"> <li>· Recovery having stalled in the overall category, price-cutting demands to remain strong, along with ongoing trend toward shared system use and outsourcing.</li> <li>· Demand is likely to increase for shared systems for strategic purposes (customer information management, etc.) to differentiate themselves from competitors.</li> </ul>
<p>Cooperative Financial institutions</p>	<ul style="list-style-type: none"> <li>· With performance slide stopping, outlook is for stable IT spending even if not full-blown growth.</li> <li>· Minimum necessary spending to meet legal requirements is seen.</li> </ul>
<p><b>Insurance, Security and Credit Corporations, etc</b></p>	<ul style="list-style-type: none"> <li>· Insurance: Although the current IT spending is sluggish across the industry, we expect that IT spending related to new channels, new products, streamlining of administrative works, etc. will increase.</li> <li>· Securities: Uncertainties will remain as lower IT spending trend continued despite a sign of recovery in the stock market.</li> <li>· Credit: IT spending remains depressed despite an industry trend of looking for new business models following the revisions to the Money Lending Business Act.</li> </ul>

Enterprise IT Services

· In Japan, although the economy is on a recovery trend, uncertainties for corporate earnings remain due to the sluggish global economy reflecting European economic downturns, etc. Meanwhile, domestic IT spending has picked up but without strength.

Communication, Broadcasting and Utility Industry	<ul style="list-style-type: none"> <li>· With the surge in smartphone use, IT spending will continue for communication equipment upgrades and new service development.</li> <li>· In the telecom industry, IT spending is expected to increase in relation to the development of new services and customer marketing, etc. in line with the intensification of competition.</li> </ul>
Manufacturing Industry	<ul style="list-style-type: none"> <li>· Strong demands for IT cost cutting continue in both new and existing projects. Interest also in Application Management Outsourcing (AMO) for legacy systems.</li> <li>· Demands for global delivery support as overseas shift by Japanese companies accelerates.</li> </ul>
Retail, Logistics and Other Service Industry	<ul style="list-style-type: none"> <li>· As the economic outlook remains uncertain, domestic IT spending is stalled notably in the retail industry.</li> <li>· Overseas IT spending demand is seen, however, as Japanese companies expand operations in Europe and Asia</li> </ul>

Solutions & Technologies

· From a perspective of BCP, demand for reliable network and data centers remains strong.

Network	<ul style="list-style-type: none"> <li>· Demand from financial institutions remains steady.</li> <li>· Increased needs are expected in association with redundant systems from the BCP perspective, virtualization related to advanced network environment and introduction of Open Flow technologies. In addition, investment in wireless WAN for smart devices is likely to increase.</li> </ul>
Data Center Services	<ul style="list-style-type: none"> <li>· From a BCP perspective, we have continued to receive inquiries from customers about setting up data centers and BCP offices with quake-resistant or seismically isolated structure, in-house power generators, and a fault recovery environment. In addition, demand has been on increase for energy-saving servers resulting from the power shortage issue as well as global data centers and related support services in line with the globalization of business operations by our customers.</li> </ul>

· The rate of increase in global IT spending for 2012 is likely to improve from the outlook in the previous quarter although there have been no significant changes in economic forecast.

Global (Overseas local business)	<ul style="list-style-type: none"> <li>· Overall: There has been a solid growth in spending related to IT services including consultation, IT outsourcing, BPO, and especially cloud computing-related services. In the telecom field, IT spending remains steady for mobile devices in North America and Europe.</li> <li>· By region: &lt;NA&gt; Signs of improvement in economy in the U.S. have been weak yet steady. Recovery trend is relatively intact despite the impact from other overseas countries.                      &lt;EMEA&gt; Economic rebound has been delayed as European financial crisis is not over yet.                      &lt;China&gt; Although the economic growth in China has slowed down, further improvement is expected as a result of measures taken by the Chinese government to stimulate the economy.</li> </ul>
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# Major Initiatives for FY Ending March 2013 (since April 2012)

1

Further expansion in integrated services for regional banks

- Tottori Bank started using services at the “Regional Bank Integrated Services Center,” Tajima Bank, Toyama Bank and Nagano Bank started using services for “STELLA CUBE.”
- Furthermore, a basic agreement has been concluded with regard to the new addition of The 77 Bank as a user of a shared system previously used by Yokohama Bank, Hokuriku Bank and Hokkaido Bank.

2

Launch of a new receipt examination support system for dentists

- By expanding product lineup for “Dr. Receipt NEO,” a receipt examination support system, NTT DATA launched “Dr. Receipt NEO Dental,” a new receipt examination support system equipped with receipt check functions to realize the improvement in efficiency and accuracy of receipt examination for dentists.

3

Capital tie-up with Kirin Holdings’ Information System and Functional Division

- A new collaboration system has been established through a capital tie-up with Kirin Business System Company, Limited, a subsidiary of Kirin Holdings Company, Limited with the aim of contributing to strengthening of business competitiveness by utilizing IT as an innovation partner for the Kirin Group and establishing competitive advantage in the food and beverage industry.

4

Establishment of a new company providing SAP offerings globally

- NTT DATA established a new company, NTT DATA Global Solutions Corporation, for providing SAP offerings globally on July 2, 2012.
- Aims to integrate solutions and resources with industry expertise of NTT DATA’s domestic Group companies into the SAP core company and to accommodate demands for global systems by Japanese multinational companies globally.

5

Provision of infrastructure for big data analysis

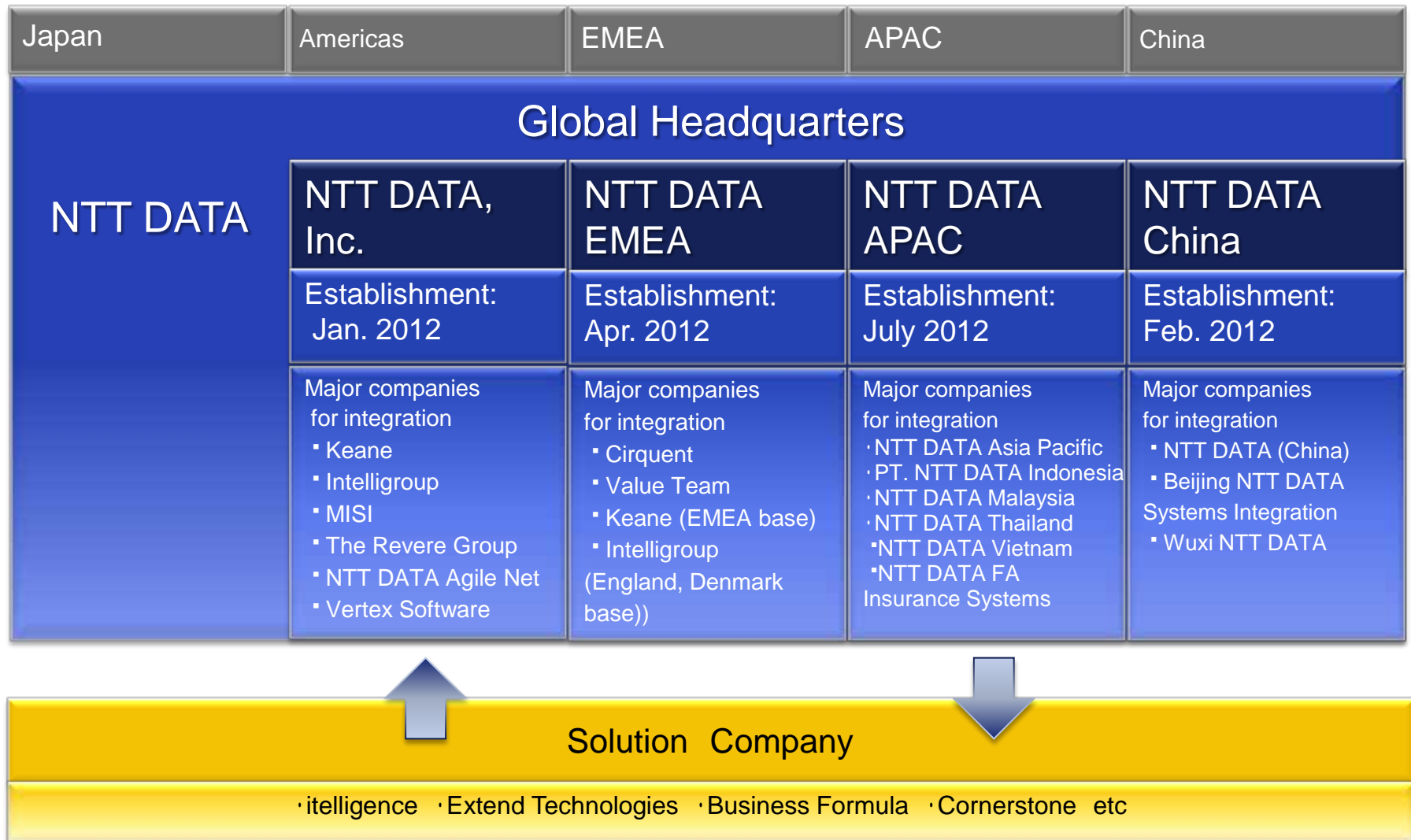
- “BIZXAAS BA” service was launched to offer infrastructure for big data analysis and a standard report for customer information analysis as a set.
- By integrating knowhow of implementing infrastructure to accumulate and analyze big data using Hadoop technology, NTT DATA will provide total services from the support for the implementation of infrastructure for big data analysis to consultation on analysis and utilization.

6

Promotion of global business

- The “Global One NTT DATA” structure was launched in April 2012.
- It was decided to set up a subsidiary in Myanmar in April 2012. The subsidiary will be positioned as an offshore development base with possible businesses with local financial institutions and the public sector. The subsidiary is scheduled to be established in September 2012.
- itelligence acquired Blueprint Management Systems Ltd. in July 2012. Aims to further strengthen presence in the business analytics market in the U.K. and to expand SAP businesses for middle-sized companies in the U.K.

With the aim of strengthening the presence of "NTT DATA brand" abroad, overseas Group companies have been integrated and restructured while the brand image has been standardized.



# Forecasts of Earnings and New Orders Received for FY Ending March 2013

Initial forecasts for full-year results remain unchanged.

(Billions of yen [except cash dividends per share], %)

	FY Mar. 2012 Results(1)	FY Mar. 2013 Results(1)	Change (2)-(1)	Rate of change (2)-(1)
Net Sales	1,251.1	1,280.0	+ 28.8	+ 2.3
Operating Income	80.4	85.0	+ 4.5	+ 5.7
Operating Income Margin	6.4	6.6	-	-
Ordinary Income	75.5	78.0	+ 2.4	+ 3.2
Segment Profit (*)	71.8	73.0	+ 1.1	+ 1.6
Net Income	30.4	38.0	+ 7.5	+ 24.8
EPS (yen)	1,085.4	1,354.7	+ 269.2	+ 24.8
New Orders Received	1,098.4	1,130.0	+ 31.5	+ 1.2
Cash Dividends per Share (yen)	6,000	6,000		

(\*) Segment Profit is income before income taxes





## 3. Appendices

# Overview of Consolidated Earnings and New Orders Received for the 1st Quarter of FY Ending March 31, 2013

(Unit: ¥ Billions / %)

	2012/3 1st. Quarter Results (Apr.-June.)	2013/3 1st. Quarter Results (Apr.-June.)	YoY (%)	2013/3 Full-Year Forecasts
Net Sales	270.2	294.0	+8.8	1,280.0
Cost of Sales	204.4	222.2	+8.7	956.0
Gross Profit	65.8	71.8	+9.1	324.0
SG&A Expenses	54.3	58.4	+7.7	239.0
Selling Expenses	23.7	26.3	+10.9	111.0
R&D Expenses	2.6	3.1	+20.5	14.0
Other Administrative Expenses	27.8	28.9	+3.8	114.0
Operating Income	11.5	13.3	+15.5	85.0
Operating Income Margin	4.3	4.5	+0.2	6.6
Ordinary Income	11.1	12.0	+8.0	78.0
Special Gains and Losses	-0.2	-	-	-5.0
Income before Income Taxes	10.9	12.0	+10.2	73.0
Income Taxes and Others	7.3	4.9	-32.1	35.0
Net Income	3.5	7.0	+98.1	38.0
New Orders Received	410.4	433.0	5.5	1,130.0
Orders on Hand	1,320.8	1,293.7	-2.1	1,069.0
Capital Expenditures	29.7	21.8	-26.6	133.0
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	38.5	37.7	-2.0	148.0

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

# Consolidated Net Sales by Customer Sector and Service

(to Customers Outside the NTT DATA Group)

(Unit: ¥ Billions)

		2012/3 1st. Quarter Results (Apr.-June.)	2013/3 1st. Quarter Results (Apr.-June.)	2013/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>		170.9	180.0	804.0
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	32.8	34.7	161.0
	Local Government and Community-based Business	13.0	16.8	103.0
	Healthcare	7.5	8.6	29.0
	Banks	48.5	45.6	186.0
	Cooperative Financial Institutions	24.4	21.3	92.0
	Insurance, Security and Credit Corporations	26.4	29.8	133.0
	Settlement Services	17.5	18.4	79.0
<b>Enterprise IT Services</b>		84.8	98.5	409.0
(Main item)	Communication, Broadcasting and Utility Industry	25.5	36.7	145.0
	Manufacturing Industry	38.3	45.6	185.0
	Retail, Logistics and Other Service Industry	11.6	10.7	47.0
<b>Solutions &amp; Technologies</b>		14.2	15.0	66.0
(Main item)	Network Services	4.9	5.1	21.0
	Data Center Services	6.8	7.0	32.0
<b>Others</b>		0.2	0.3	1.0
<b>Net Sales (to Customers Outside the NTT DATA Group) Total</b>		270.2	294.0	1,280.0

Integrated IT Solution	107.6	107.9	427.0
System & Software Development	61.3	72.8	390.0
Consulting & Support	89.6	100.7	405.0
Others	11.6	12.4	58.0
<b>Net Sales by Products and Services Total</b>	270.2	294.0	1,280.0

Note1 : Net Sales and New Orders Received of Solutions & Technologies Company does not include orders taken via other companies.

Note2 : Enterprise IT Services: Renamed from Global IT Services in April 2012.

# Consolidated New Orders Received by Customer Sector and Service

(Unit: ¥ Billions)

		2012/3 1st. Quarter Results (Apr.-June.)	2013/3 1st. Quarter Results (Apr.-June.)	2013/3 Full-Year Forecasts
<b>Public &amp; Financial IT Services</b>		287.9	294.7	681.0
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	80.2	61.9	160.0
	Local Government and Community-based Business	34.3	41.4	102.0
	Healthcare	13.3	9.3	27.0
	Banks	71.2	98.6	147.0
	Cooperative Financial Institutions	53.9	40.0	76.0
	Insurance, Security and Credit Corporations	31.4	31.6	129.0
	Settlement Services	2.6	7.2	21.0
<b>Enterprise IT Services</b>		105.1	122.8	406.0
(Main item)	Communication, Broadcasting and Utility Industry	38.9	47.3	148.0
	Manufacturing Industry	46.6	52.4	190.0
	Retail, Logistics and Other Service Industry	11.3	14.8	40.0
<b>Solutions &amp; Technologies</b>		17.0	15.2	41.0
(Main item)	Network Services	0.3	0.7	1.0
	Data Center Services	13.0	11.0	26.0
<b>Others</b>		0.2	0.2	2.0
<b>New Orders Received Total</b>		410.4	433.0	1,130.0

Note1: Net Sales and New Orders Received of Solutions & Technologies Company does not include orders taken via other companies.

Note2: Enterprise IT Services: Renamed from Global IT Services in April 2012.

# Non-Consolidated Earnings and New Orders Received

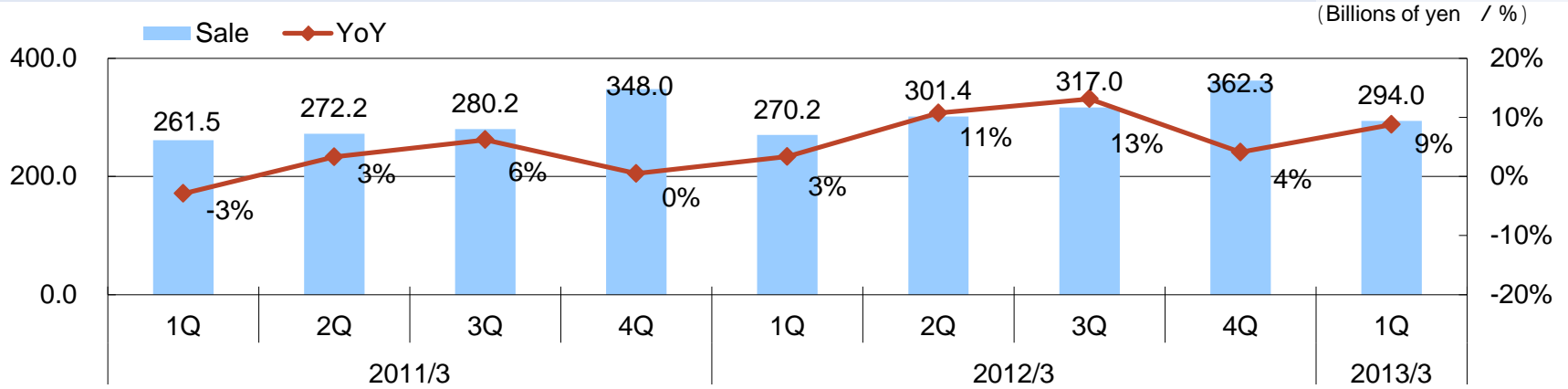
(Unit: ¥ Billions)

	2012/3 1st. Quarter Results (Apr.-June.)	2013/3 1st. Quarter Results (Apr.-June.)	2013/3 Full-Year Forecasts
Net Sales	181.7	185.1	810.0
Cost of Sales	140.0	141.3	618.0
Gross Profit	41.6	43.7	192.0
SG&A Expenses	28.7	29.0	124.0
Selling Expenses	12.5	12.9	55.0
R&D Expenses	2.6	2.8	12.0
Other Administrative Expenses	13.6	13.2	57.0
Operating Income	12.8	14.6	68.0
Operating Income Margin	7.1	7.9	8.4
Ordinary Income	15.1	15.1	63.0
Special Gains and Losses	-0.1	-	-2.0
Income before Income Taxes	14.9	15.1	61.0
Income Taxes and Others	6.6	4.3	22.0
Net Income	8.3	10.7	39.0
New Orders Received	297.5	294.9	650.0
Orders on Hand	1,150.5	1,074.6	867.0
Capital Expenditures	25.4	19.1	121.0
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	31.9	32.8	129.0

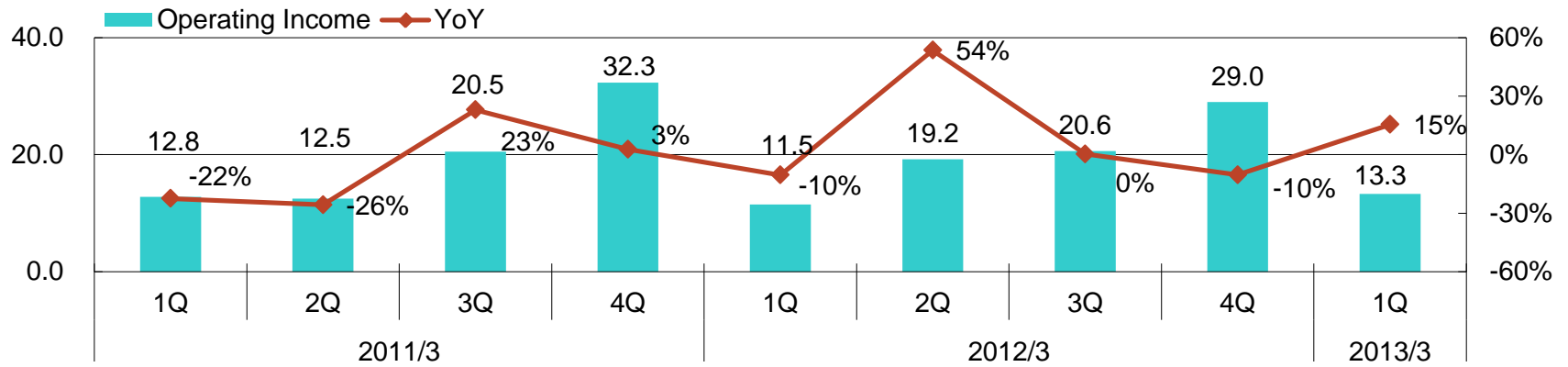
Note: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes.

# Trends in Quarter (Consolidated)

## Net Sales



## Operating Income



## New Orders Received

