



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

February 1, 2013
NTT DATA Corporation

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

NTT DATA

1. Results for the Third Quarter of Fiscal Year Ending March 31, 2013
2. Recent Business Climate and Our Business Outlook
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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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1. Results for the Third Quarter of Fiscal Year Ending March 31, 2013

Highlights of Results for the 3rd Quarter of FY Ending March 31, 2013

【Billions of yen (except EPS)】

	2013/3 3rd. Quarter Results (Apr.-Dec.)	YoY		2013/3 3rd. Quarter Results (Oct.-Dec.)	YoY		As % of full-year forecast
New Orders Received	918.8	+ 71.0 + 8.4%		238.9	+ 0.5 + 0.2%		81.3%
Net Sales	911.8	+23.0 + 2.6%		307.0	-10.0 - 3.2%		71.2%
Operating Income	48.8	- 2.5 - 4.9%		18.7	- 1.8 - 9.2%		57.5%
Segment Profit (*)	42.0	- 4.8 - 10.3%		17.0	- 1.4 - 7.8%		57.6%
Net Income	22.0	+ 5.6 + 34.6%		8.6	+ 4.6 + 118.7%		58.0%
EPS (yen)	7,863	+ 2,022 + 34.6%		3,072	+ 1,667 + 118.7%		58.0%

(*) Segment Profit is income before income taxes.

P&F: Increased reflecting an order received of large-scale project on a non-consolidated basis, and due to the impact of expanded scope of consolidation.

E-IT and S&T: Remained unchanged from the previous fiscal year.

GB : Increased due to the impact of expanded scope of consolidation.

	2013/3 3rd. Quarter Results (Apr.-Dec.)	YoY		2013/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services (P&F)	509.5	+ 51.7 + 11.3 %		102.9	+ 6.7 + 7.0 %	
Enterprise IT Services(EIT)	210.8	+ 0.2 + 0.1 %		60.0	- 11.5 - 16.2 %	
Solutions & Technologies (S&T)	28.2	- 0.2 - 0.9 %		6.5	+ 0.5 + 9.8 %	
Global Business (GB)	169.0	+ 18.7 + 12.5 %		68.7	+ 4.3 + 6.7 %	
Consolidated values	918.8	+ 71.0 + 8.4%		238.9	+ 0.5 + 0.2%	

【Billions of yen】

(*) Data for FY ended March 2012, a basis of YoY comparison, has been revised from the figures disclosed earlier to reflect the changes in reportable segments.

(*)Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

P&F: Despite the impact of the expanded scope of consolidation, sales decreased due largely to the reaction to the completion of a massive system in the previous fiscal year.

E-IT and S&T: Sales grew reflecting the expansion of scale of the non-consolidated and the existing subsidiaries.

GB: Sales increased reflecting the impact of the expanded scope of consolidation and the increase in sales in the existing subsidiaries mainly in Europe and the United States.

	2013/3 3rd. Quarter Results (Apr.-Dec.)	YoY		2013/3 3rd. Quarter Results (Oct.-Dec.)	YoY	【Billions of yen】
Public & Financial IT Services (P&F)	506.5	- 14.2 - 2.7%		172.2	- 16.0 - 8.5%	
Enterprise IT Services(EIT)	208.8	+ 13.3 + 6.9%		67.0	+ 0.5 + 0.9 %	
Solutions & Technologies (S&T)	120.1	+ 6.2 + 5.5%		40.8	+ 1.3 + 3.4%	
Global Business (GB)	176.1	+ 26.4 + 17.7%		60.7	+ 5.6 + 10.2%	
Consolidated values	911.8	+ 23.0 + 2.6%		307.0	-10.0 - 3.2%	










(*) Data for FY ended March 2012, a basis of YoY comparison, has been revised from the figures disclosed earlier to reflect the changes in reportable segments.

(*)Figures by segment include inter-company transactions.

(*)Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

Operating Income

P&F: Shrank due to decreased sales in reaction to a fall in the large-scale system completed in the previous fiscal year.
 E-IT: Operating income decreased reflecting the impact of the larger weight on sale of equipment than previous fiscal year as well as the demanded cost reduction.
 S&T: Remained almost unchanged from the previous fiscal year except for the impact of cost allocation within the entire company.
 GB: Grew reflecting the increased sales in the existing subsidiaries mainly in Europe and the United States in addition to the effective profit improvement measures.

	2013/3 3rd. Quarter Results (Apr.-Dec.)	YoY		2013/3 3rd. Quarter Results (Oct.-Dec.)	YoY	【Billions of yen】
Public & Financial IT Services (P&F)	39.3	- 5.3 - 11.9%		15.9	- 1.2 - 8.6%	
Enterprise IT Services (EIT)	5.0	- 0.8 - 14.2%		0.8	- 2.8 - 97.0%	
Solutions & Technologies (S&T)	3.8	- 1.0 - 20.9%		2.0	+ 0.1 + 8.0%	
Global Business (GB)	- 0.4 【5.9】	+ 1.3 + 77.3% 【+ 2.0】		0.3 【2.5】	+ 0.8 - % 【+ 0.8】	
Consolidated values	48.8	- 2.5 - 4.9%		18.7	- 1.8 - 9.2%	

(*) Data for FY ended March 2012, a basis of YoY comparison, has been revised from the figures disclosed earlier to reflect the changes in reportable segments.

(*) Figures by segment include inter-company transactions and allocated expenses of the entire company. The method of allocation of the expenses of the entire company is currently under review to apply from the current fiscal year.

(*) Figures in the bracket under "Global Business Segment" represent operating income after reversal of amortization of goodwill.

(*) Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.

Change in Operating Income

On a non-consolidated basis, operating income decreased due to the impact of a decline in reaction to the major system completed in the previous fiscal year. Contributions from consolidations for the nine-month period remained almost unchanged from the previous fiscal year, despite an increase in profit resulting from the growth of sales by overseas subsidiaries mainly in Europe and the United States as well as the effects of the profit improvement measures, in contrast to some unprofitable projects in the domestic subsidiaries.

The 3rd Quarter of the Fiscal Year ending March 31, 2013

Apr.-Dec

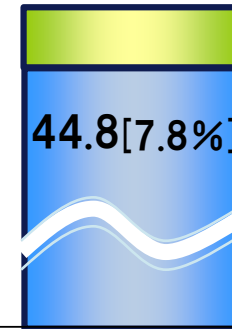
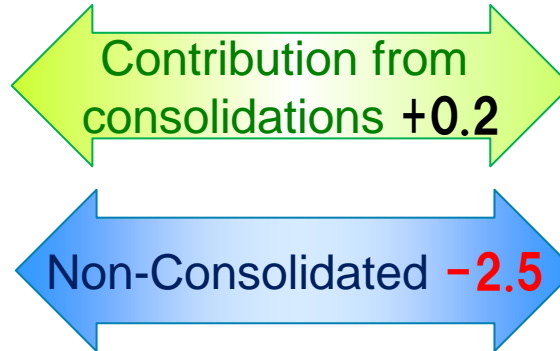
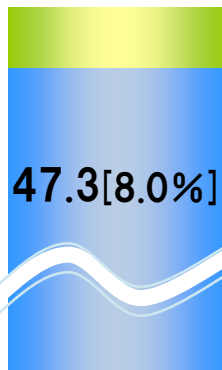
Oct.-Dec

51.3 [5.8%]
4.0

48.8 [5.4%]
4.0

(¥ billion)
[] indicates
Operating Income
Margin

Contribution from consolidations
Non-Consolidated



2012/3 3rd. Quarter Results (Apr.-Dec.)

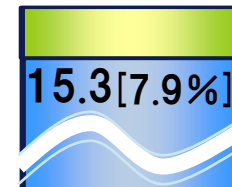
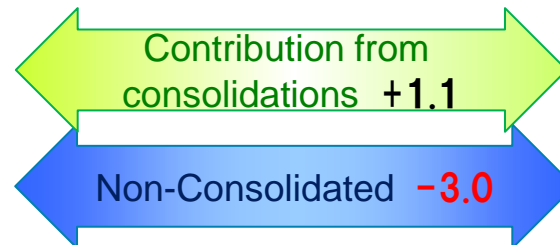
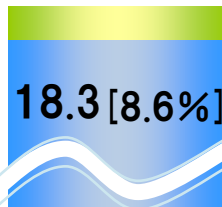
2013/3 3rd. Quarter Results (Apr.-Dec.)

20.6 [6.5%]
2.3

18.7 [6.1%]
3.4

(¥ billion)
[] indicates
Operating Income
Margin

Contribution from consolidations
Non-Consolidated



2012/3 3rd. Quarter Results (Oct.-Dec.)

2013/3 3rd. Quarter Results (Oct.-Dec.)

P&F: Shrank due to a decrease in operating income, etc.

E-IT: Decreased reflecting a decline of operating income as well as the impact of expenses incurred as a result of the consolidation and restructuring of the Group companies.

S&T: Segment profit saw a decrease due to the impact of expenses, etc. incurred as a result of the revision of a use of office buildings.

GB: Despite an increase in operating income, segment profit decreased reflecting the expenses for the consolidation and restructuring of the Group companies.

	2013/3 3rd. Quarter Results (Apr.-Dec.)	YoY		2013/3 3rd. Quarter Results (Oct.-Dec.)	YoY	
Public & Financial IT Services(P&F)	39.5	- 4.2 - 9.6%		15.9	- 0.4 - 2.5%	
Enterprise IT Services(EIT)	4.5	- 1.7 - 27.9%		-0.3	- 3.5 - 112.0%	
Solutions & Technologies (S&T)	2.8	- 1.6 - 36.5%		1.0	- 0.6 - 38.3%	
Global Business (GB)	-3.6	- 1.8 - 106.2%		-0.5	+ 0.0 +2.1%	
Consolidated	42.0	-4.8 - 10.3%		17.0	- 1.4 - 7.8%	

(*)Segment Profit is income before income taxes.

(*) Data for FY ended March 2012, a basis of YoY comparison, has been revised from the figures disclosed earlier to reflect the changes in reportable segments.

(*) Figures by segment include inter-company transactions and allocated expenses of the entire company. The method of allocation of the expenses of the entire company is currently under review to apply from the current fiscal year.

(*)Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.



2. Recent Business Climate and Our Business Outlook

- As overall government spending shows a suppressed trend, the growth in IT budget is likely to remain flat or decline slightly. We will pay close attention to the impact of the political power shift on the budget policy.
- 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.

Public & Financial IT Services

National Government	<ul style="list-style-type: none"> • As overall government spending has been sluggish, the growth in IT budget is likely to remain flat or decline slightly. We will pay close attention to the impact of the political power shift on the budget policy.
Local Government and Community-based Business	<ul style="list-style-type: none"> • Amid overall belt-tightening, cost-cutting demand is increasingly for bidding, etc. while there are moves toward use of shares system as a way to reduce IT outlay. • Interest may grow in safety and security area, especially disaster prevention systems, and smart community area.
Healthcare	<ul style="list-style-type: none"> • New plans of the IT Strategic Headquarters (e.g., “My Hospital Everywhere”) are still under discussion. We are watching the situation carefully. • 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..
Major Banks	<ul style="list-style-type: none"> • 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. • A certain level of needs are anticipated for the fields in which streamlining of the existing operations and the effects of cost reduction can be expected.
Regional Banks	<ul style="list-style-type: none"> • Recovery having stalled in the overall category, price-cutting demands to remain strong, along with ongoing trend toward shared system use and outsourcing. • Demand is likely to increase for shared systems for strategic purposes (customer information management, etc.) to differentiate themselves from competitors.
Cooperative Financial Institutions	<ul style="list-style-type: none"> • Amid severe operating environment affecting corporate earnings, outlook is stable for IT spending even if not full-blown growth. • Minimum necessary spending to meet legal requirement is seen.
Insurance, Security and Credit Corporations, etc.	<ul style="list-style-type: none"> • 【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. • 【Securities】: While the business performance for the FY ending March 2013 is expected to be profitable on the back of strong stock market and the weaker yen, only the minimum level of investments such as investments for legal purposes is expected in the immediate future. • 【Credit】: Search for new businesses after the Money Lending Business Act continues. Focuses are placed on multi-functional electronic terminals, reinforcement of franchised outlets, points, etc.

In Japan, uncertainties over corporate earnings remain strong and domestic IT spending has been weak.

Enterprise IT Services

Communication, Broadcasting and Utility Industry	<ul style="list-style-type: none"> • In the telecom industry, IT spending is expected to remain steady for communication equipment upgrades, new service development, customer marketing, etc.
Manufacturing Industry	<ul style="list-style-type: none"> • Strong demands for IT cost cutting continue in both new and existing projects. • There will be increasing demand for global delivery support as overseas shift by Japanese companies accelerates.
Retail, Logistics and Other Service Industry	<ul style="list-style-type: none"> • While domestic IT spending is stalled, demand is expected to grow in relation with the reinforcement of customer marketing, etc. aimed at sales expansion. • Overseas IT spending demand is likely to increase as Japanese companies expand operations in Europe and Asia.

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

Solutions & Technologies

Network	<ul style="list-style-type: none"> • Demand for financial institutions remains steady. Demand for corporate customers is on an upward trend in areas including cloud-computing technology, wireless LAN, etc. • 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 and M2M. In addition, investment in wireless LAN for smart devices is likely to increase.
Data Center Services	<ul style="list-style-type: none"> • 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 remains strong for energy-saving services 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.

Global IT investment varies depending on regions, but the overall picture continues to grow steadily in areas including consultation, IT outsourcing, BPO and cloud-computing related services, in particular.

Global Business

Global markets (Overseas local business)	<p><NA> 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. Meanwhile, the federal government is likely to continue its spending cuts due to the impact of the "Fiscal Cliff."</p> <p><EMEA> The economic recovery has been delayed although the European financial crises tranquilized at least. People remain cautious about IT spending.</p> <p><China> Although the economic growth in China has slowed down, further improvement in IT spending is expected as a result of measures taken by the Chinese government to stimulate the economy. Meanwhile, we will keep a close watch on how Chinese policy against Japan will move after the National People's Congress to be held in March.</p> <p><APAC> Although each country is on a different stage in terms of economic growth, increase in IT spending is expected in accordance with social -infrastructure improvements.</p>
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1

Introduction of the CAFIS-based instant account transfer function provision service for corporate use has been determined by Rakuten Edy, Inc. and Shinkin Information Service Ltd.

Introduction of the CAFIS-based “Instant Settlement Gateway Service,” our instant account transfer function provision service for corporate use, has been determined by Rakuten Edy, Inc. and Shinkin Information Service Ltd.

2

Twitter’s data provision service launched.

Launched Twitter data provision services under the Firehose agreement with Twitter, Inc. of the United States. Positively entered into alliance agreements with social media-related business operators, and developed APIs capable of more sophisticated analysis to meet market needs.

3

Sale of All-in-One Wireless LAN Service launched.

In light of the recent trend of sharply increasing use of smart devices, we started sale of All-in-One Wireless LAN Service, capable of constructing secure wireless LAN environment at low costs and in a short period of time by sharing the highly functional facilities of our cloud data center, and alleviating the customers’ management burdens by conducting the system operations in an integrated manner by remote control.

4

Activities by “NTT DATA Business Solutions”

- “NTT DATA Business Solutions” is a brand established by unifying brands of the group of SAP solutions providers (itelligence AG, and three companies in the APAC area: Extend Technologies Group Holdings Pty Ltd, Business Formula (M) Sdn Bhd, and Cornerstone Asia Tech Pte. Ltd.). In November 2012, those three APAC companies started operations by using the unified trade name based on “NTT DATA Business Solutions.”
- Against itelligence AG of Germany, we made a takeover bid, acquiring more than 95% of its outstanding shares. We began squeeze-out procedures to make the company our wholly owned subsidiary.

5

Efforts to expand our offshore business bases

- In China, India and Vietnam, etc., we have been promoting the expansion of offshore businesses targeting at Japan, Europe and the United States, and started operation of NTT DATA Myanmar Co., Ltd., a subsidiary. Additionally, we have acquired all outstanding shares of IFI Solution Joint Stock Company, which is a Vietnamese IT company whose principal business is offshore business development for Europe.

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

■ Based on the robust order received up to the 3Q, we will work to secure higher profits through the improvement of cost sales ratio in the 4Q, with the aim of achieving the full-year forecast.

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

	FY Mar. 2012 Results(1)	FY Mar. 2013 Forecasts	Change (2)-(1)	Rate of change (2)-(1)
New Orders Received	1098.4	1130.0	+ 31.5	+ 2.9
Net Sales	1251.1	1280.0	+ 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)	10,854	13,547	+ 2,692	+ 24.8
Cash Dividends per Share (yen)	6,000	6,000		

(*) Segment Profit is income before income taxes