



Company Presentation for the Fiscal Year ended March 31, 2013

May 8, 2013
NTT DATA Corporation

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

NTT DATA

1. Results for Fiscal Year Ended March 31, 2013
2. Progress in Medium-term Management Plan
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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 Fiscal Year Ended March 31, 2013

Highlights of Results for FY Ended March 31, 2012

【Billions of yen (except EPS)】

	FY ended 2013/3 Full-year Results	YoY		Versus Forecasts		FY ended 2013/3 4 th Quarter Results (Jan.-Mar.)	YoY	
New Orders Received	1,197.1	+ 98.7 + 9.0%	➔	+ 67.1 + 5.9%	➔	278.3	+ 27.7 + 11.1%	➔
Net Sales	1,301.9	+ 50.7 + 4.1%	➔	+ 21.9 + 1.7%	➔	390.0	+ 27.7 + 7.6%	➔
Operating Income	85.6	+ 5.2 + 6.6%	➔	+ 0.6 + 0.8%	➔	36.8	+ 7.7 + 26.8%	➔
Segment Profit ^(*)	77.0	+ 5.1 + 7.1%	➔	+ 4.0 + 5.5%	➔	34.9	+ 9.9 + 40.0%	➔
Net Income	43.5	+ 13.0 + 42.9%	➔	+ 5.5 + 14.5%	➔	21.4	+ 7.3 + 52.6%	➔
EPS (yen)	15,514	+ 4,659 + 42.9%	➔	+1,967 + 14.5%	➔	7,650	+ 2,637 + 52.6%	➔

*1 Segment Profit is income before income taxes.

P&F: Increased on the back of new orders of large-scale projects on a non-consolidated basis as well as the expansion of consolidated subsidiaries, etc.

E-IT: Increased reflecting the expansion of business scale on a consolidated basis.

S&T: Remained virtually unchanged from the previous fiscal year.

GB: Increased owing to the expansion of consolidated subsidiaries and the expansion of scale of the existing subsidiaries mainly in North America, among other factors.

	FY ended 2013/3 Full-year Results	YoY		Versus Forecasts		FY ended 2013/3 4 th Quarter Results (Jan.-Mar.)	YoY	(Billions of yen)
Public & Financial IT Services (P&F)	645.7	+ 65.6 + 11.3%	➔	+ 55.7 + 9.5%	➔	136.2	+ 13.9 + 11.4%	➔
Enterprise IT Services (EIT)	279.0	+ 10.4 + 3.9%	➔	+ 9.0 + 3.4%	➔	68.1	+ 10.2 + 17.6%	➔
Solutions & Technologies (S&T)	35.8	+ 0.3 + 1.1%	➔	- 4.1 - 10.3%	➔	7.6	+ 0.6 + 9.1%	➔
Global Business (GB)	234.4	+ 21.1 + 9.9%	➔	+ 4.4 + 1.9%	➔	65.3	+ 2.3 + 3.8%	➔
Consolidated values	1,197.1	+ 98.7 + 9.0%	➔	+ 67.1 + 5.9%	➔	278.3	+ 27.7 + 11.1%	➔

(*) 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: Sales remained virtually unchanged from the previous fiscal year due to the expansion of consolidated subsidiaries, etc. despite a decrease in net sales from existing large-scale systems.

E-IT and S&T: Sales increased primarily driven by the growth in sales on a non-consolidated basis and the expansion of scale of the existing subsidiaries.

GB: Sales increased owing to the expansion of consolidated subsidiaries and the expansion of scale of the existing subsidiaries mainly in North America, among other factors.

	FY ended 2013/3 Full-year Results	YoY		Versus Forecasts		FY ended 2013/3 4 th Quarter Results (Jan.-Mar.)	YoY	(Billions of yen)
Public & Financial IT Services (P&F)	728.8	+ 1.0 + 0.1%	➔	- 0.1 - 0.0%	➔	222.3	+ 15.2 + 7.4%	➔
Enterprise IT Services (EIT)	301.1	+ 25.2 + 9.2%	➔	+ 21.1 + 7.5%	➔	92.2	+ 11.8 + 14.8%	➔
Solutions & Technologies (S&T)	167.0	+ 6.8 + 4.3%	➔	+ 3.0 + 1.9%	➔	46.9	+ 0.5 + 1.2%	➔
Global Business (GB)	244.9	+ 25.7 + 11.8%	➔	+ 12.9 + 5.6%	➔	68.7	- 0.6 - 1.0%	➔
Consolidated values	1,301.9	+ 50.7 + 4.1%	➔	+ 21.9 + 1.7%	➔	390.0	+ 27.7 + 7.6%	➔

(*) 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: Operating income increased despite the influence of a decline in sales from existing large-scale systems, which was covered by increased sales from other projects. When considering the impact of the review of cost allocation across the Group, however, operating income remained virtually unchanged from the previous fiscal year.

E-IT: Increased reflecting a decrease in SG&A expenses in addition to the impact of increased sales on a non-consolidated basis as well as sales from existing subsidiaries.

S&T: Operating income remained virtually unchanged from the previous fiscal year. When considering the impact of the review of cost allocation across the Group, however, operating income decreased on a year-on-year basis.

GB: Increased due to the growth in sales from existing subsidiaries mainly in North America and the effects of profit improvement measures.

	FY ended 2013/3 Full-year Results	YoY		Versus Forecasts		FY ended 2013/3 4 th Quarter Results (Jan.-Mar.)	YoY	(Billions of yen)
Public & Financial IT Services (P&F)	64.5	- 0.5 - 0.8%	➔	+ 2.5 + 4.1%	➔	25.2	+4.8 +23.5%	➔
Enterprise IT Services(EIT)	13.2	+ 3.5 + 37.0%	➔	- 0.7 - 5.0%	➔	8.2	+4.4 +114.9%	➔
Solutions & Technologies (S&T)	7.0	- 1.4 - 17.6%	➔	+ 0.0 + 0.1%	➔	3.1	- 0.4 - 13.1%	➔
Global Business (GB)	(0.9) 【7.9】	+ 0.1 + 13.6% 【+ 1.3】	➔	- 2.4 - 【- 1.6】	➔	- 0.5 【1.9】	- 1.2 - 【- 0.6】	➔
Consolidated values	85.6	+5.2 +6.6%	➔	+0.6 +0.8%	➔	36.8	+7.7 +26.8%	➔

(*) 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.

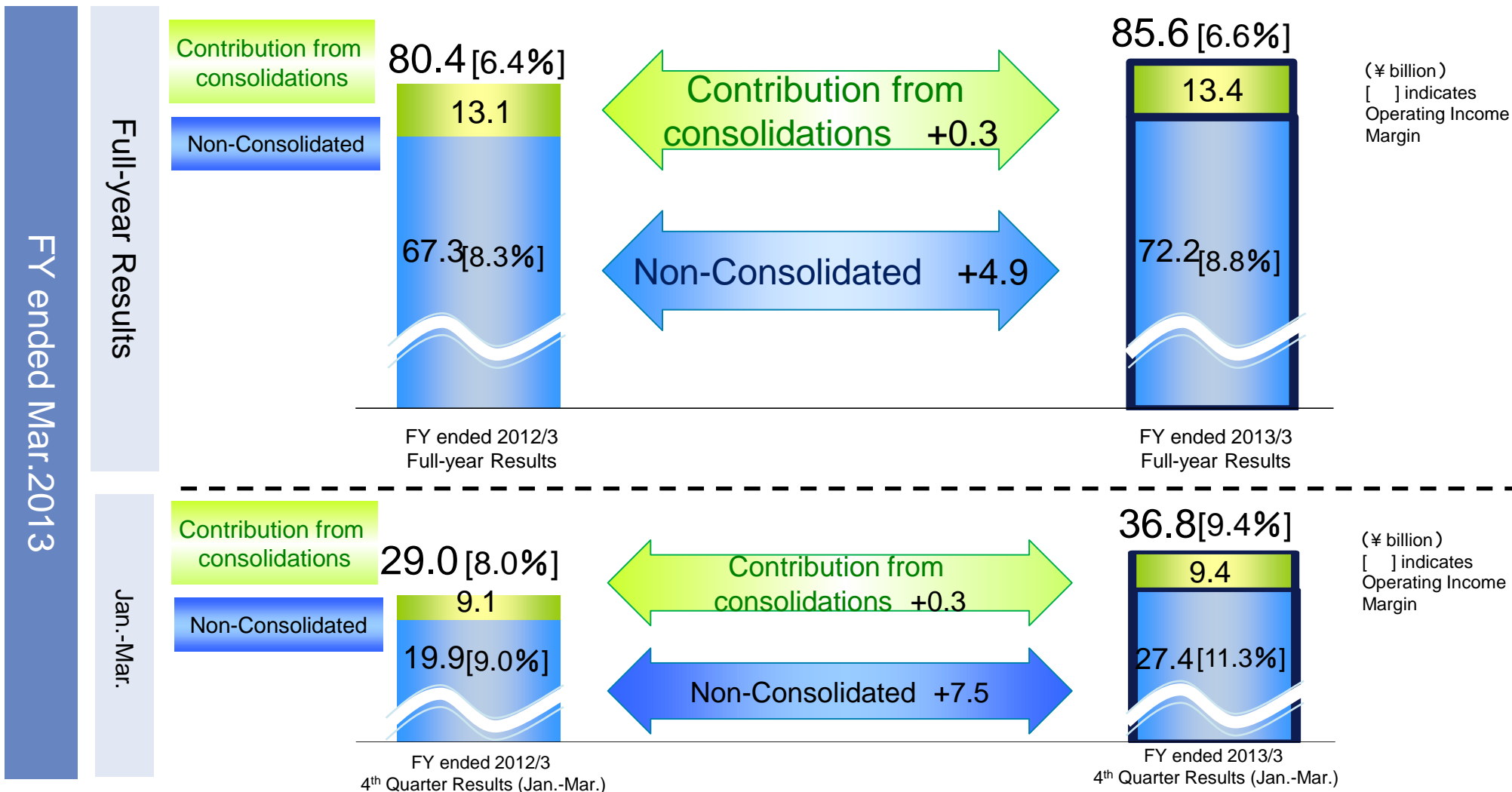
(*) Figures by segment include inter-company transactions and allocated expenses of the entire company. The method of allocation of the expenses of the entire company is currently under review to apply from the current fiscal year.

(*)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 increased as a result of a decrease in SG&A expenses, etc. in addition to the impact of a growth in E-IT sales, in particular, despite an influence of a decline in sales from existing large-scale systems. Contributions from consolidations increased attributable mainly to a rise in profit resulting from the growth in sales from existing subsidiaries and the effects of profit improvement measures, among other factors.



P&F: Increased reflecting a decrease in extraordinary loss, etc. recorded for the previous fiscal year.

E-IT: Increased due to a growth in operating income, etc.

S&T: Decreased reflecting a decrease in extraordinary income, etc. recorded for the previous fiscal year.

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

	FY ended 2013/3 Full-year Results	YoY	Versus Forecasts	FY ended 2013/3 4 th Quarter Results (Jan.-Mar.)	YoY	(Billions of yen)
Public & Financial IT Services (P&F)	63.7	+ 6.4 + 11.3%	+ 2.7 + 4.6%	24.2	+ 10.7 + 79.3%	
Enterprise IT Services (EIT)	12.5	+ 3.0 + 32.1%	- 0.4 - 3.8%	7.9	+ 4.7 + 149.7%	
Solutions & Technologies (S&T)	5.1	- 7.5 - 59.6%	- 0.3 - 6.7%	2.3	- 5.9 - 71.9%	
Global Business (GB)	(4.8)	- 2.7 - 126.5%	- 2.8 - 144.8%	(1.2)	- 0.8 - 218.3%	
Consolidated values	77.0	+ 5.1 + 7.1%	+ 4.0 + 5.5%	34.9	+ 9.9 + 40.0%	

(*)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.

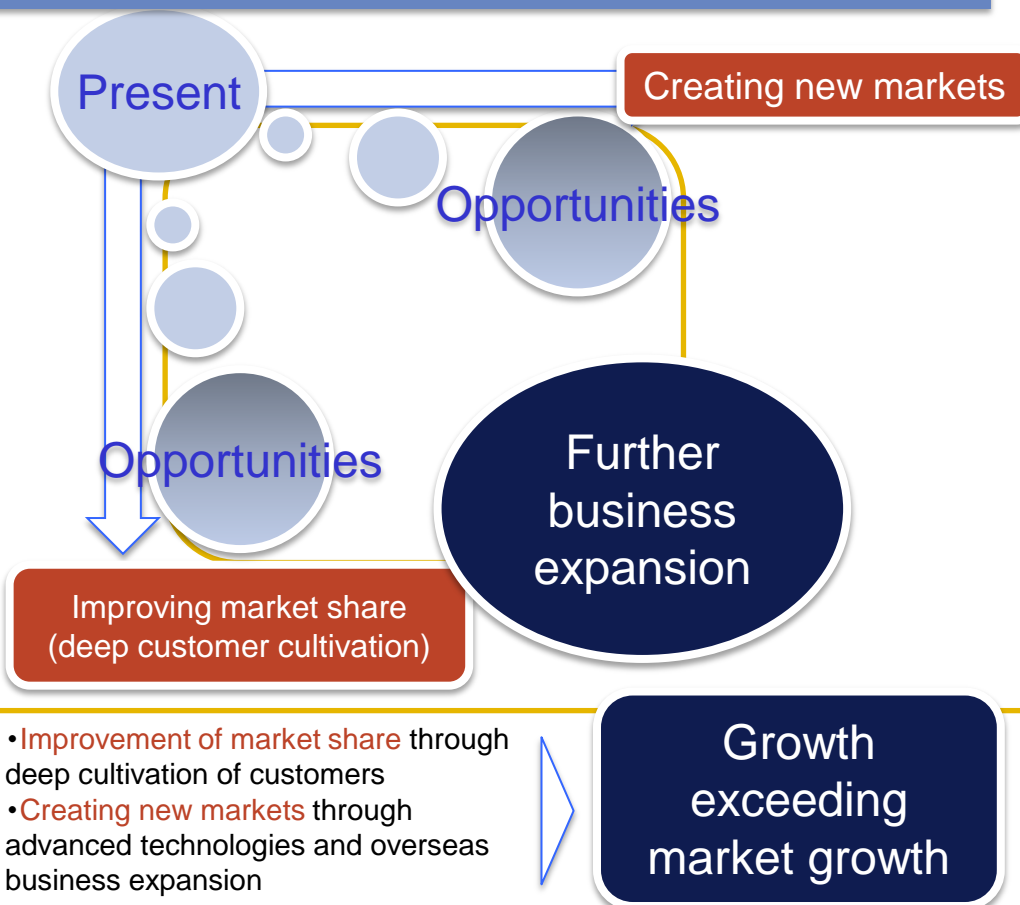
(*)Consolidated values include "Other/Elimination," which means that the such values does not correspond to the sum total of each segment.



2. Progress in Medium-term Management Plan

- Promoted business expansion through Re-Marketing in order to improve market share
- Created new markets through the utilization of advanced technologies and the application of NTT DATA's knowhow overseas

Concept of Re-Marketing



Results of Re-Marketing Efforts

Improvement of market share

Diversification of business fields

- Entrusted BPO of core operations of financial institutions
- Receiving global consulting orders from the manufacturing industry

Business expansion through alliances

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

Creating new markets

Rollout of the big data business

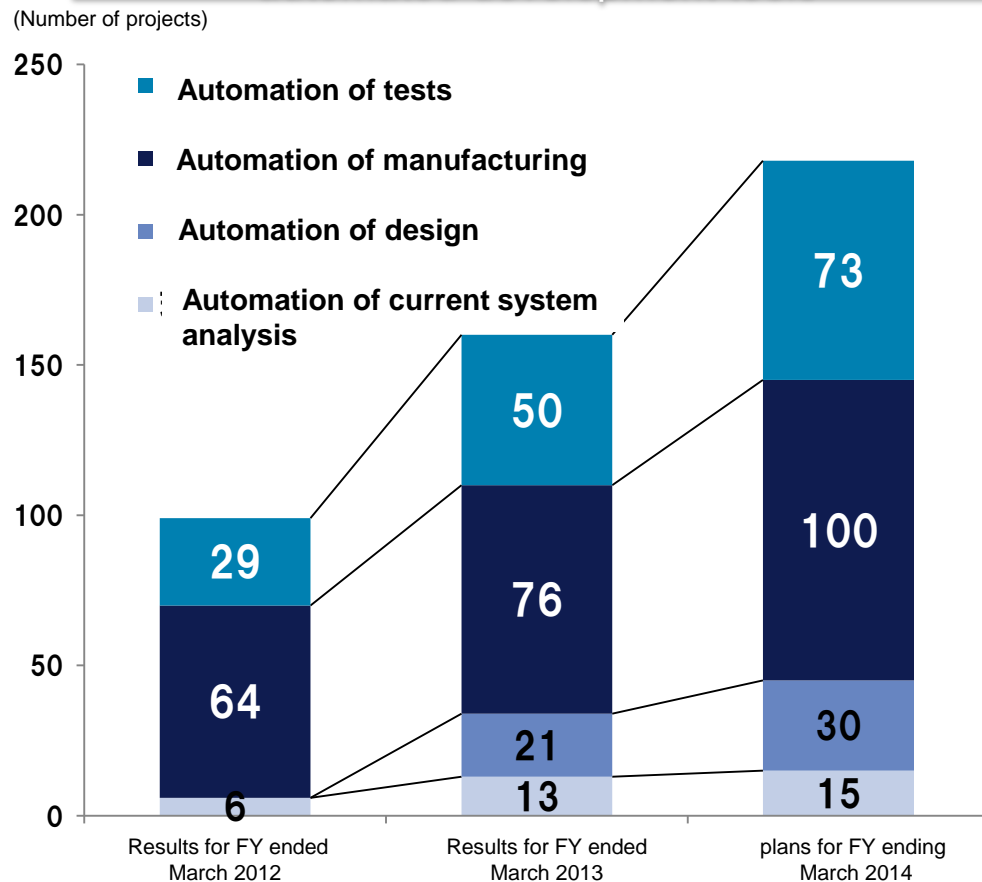
- Launch of the Twitter's data provision service
- Launch of cloud-computing data analysis solution "BIZXAAS™ BA"

Development of social infrastructures overseas

- Entrustment of the development of trade processing/customs system (VNACCS) in Vietnam
- Rollout of aircraft flight route design system (PANADES) in Southeast Asian countries

- Continuous increase in the number of applications of automated development tools
- Expansion of application to large-scale and mission-critical systems.
- Will aim to further enhance effectiveness through the elimination of overhead cost as a result of consolidation of various development tools in FY ending March 2014

Changes in the number of application of automated development tools

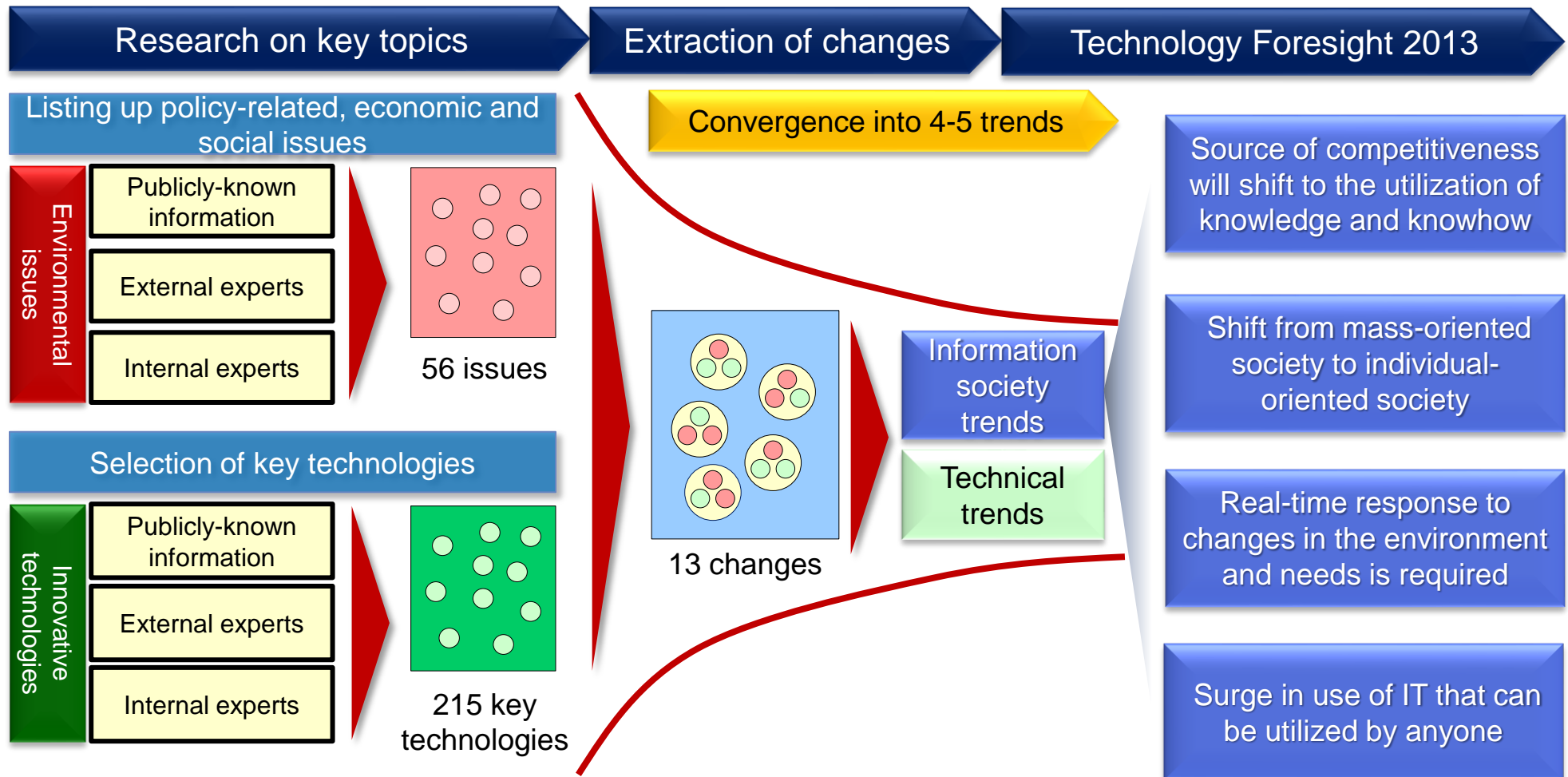


[A leading life insurance company]
 Realized prominent quality improvement including the reduction in the annual latent failure rate of systems by more than 80% through “TERASOLUNA Reengineering” (a current system analysis tool).

[A leading financial institution]
 Realized completely automated source code generation using “TERASOLUNA ViSC” (an automated program generation tool).
 Reduced work period for processes between detailed design to integration testing by 30% in a mission-critical system development.

[A leading manufacturing company]
 In a situation where some of the competitors refused to make proposals due to customer’s demand for a short delivery timeframe, NTT DATA successfully received the order by making a more competitive proposal than competitors by shortening the delivery timeframe by one month with the usage of “TERASOLUNA ViSC” and delivered the system in the short term according to the schedule.

- Disseminated information on technology trend that brings changes in the information society as “NTT DATA Technology Foresight”
- Held private seminars based on Technology Foresight
- Started PoC (Proof of Concept) and promoted the consideration of commercialization



- Establishment of “One NTT DATA” structure
 - Winning businesses through reinforced collaboration with the NTT Group and the NTT DATA Group
- Enhancement and reinforcement of global solutions
 - Development of solutions across the Group and reinforcement of measures on focused solutions

Winning orders for joint projects through reinforced collaboration across the Group (*)

Winning orders through collaboration across the NTT Group

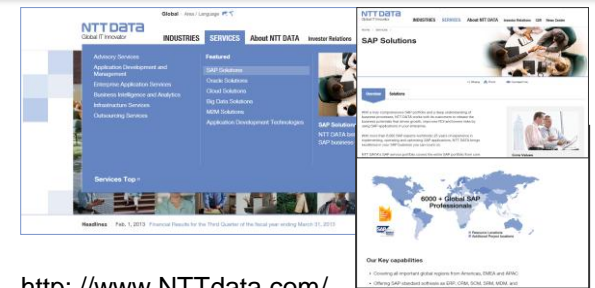
- Through the collaboration between the NTT DATA Group and the Dimension Data Group, won an order for a SAP project from a leading South African steel maker.
- Through the collaboration between the NTT DATA Group and NTT Communications, won an order for an IT outsourcing project from a medical institution in the U.K.

Winning orders through collaboration across the NTT DATA Group

- Through the collaboration across the NTT DATA Group (EMEA, China, APAC), won an order for a CRM project in China and Australia from an European automaker.

Reinforcement of global solutions

Collecting and organizing solutions provided by the NTT DATA Group and posting the information on the global website



<http://www.NTTdata.com/>



Focused solutions for FY ending March 2014

SAP Solutions	Oracle Solutions
Cloud Solutions	Big Data Solutions
M2M Solutions	Application Development Technologies

* Joint projects involving the NTT DATA Group's overseas subsidiaries/affiliates (Inc. (North America) / EMEA (Europe, etc.) / APAC / China / Business Solutions), the NTT DATA Group's Japan subsidiaries/affiliates and the NTT Group

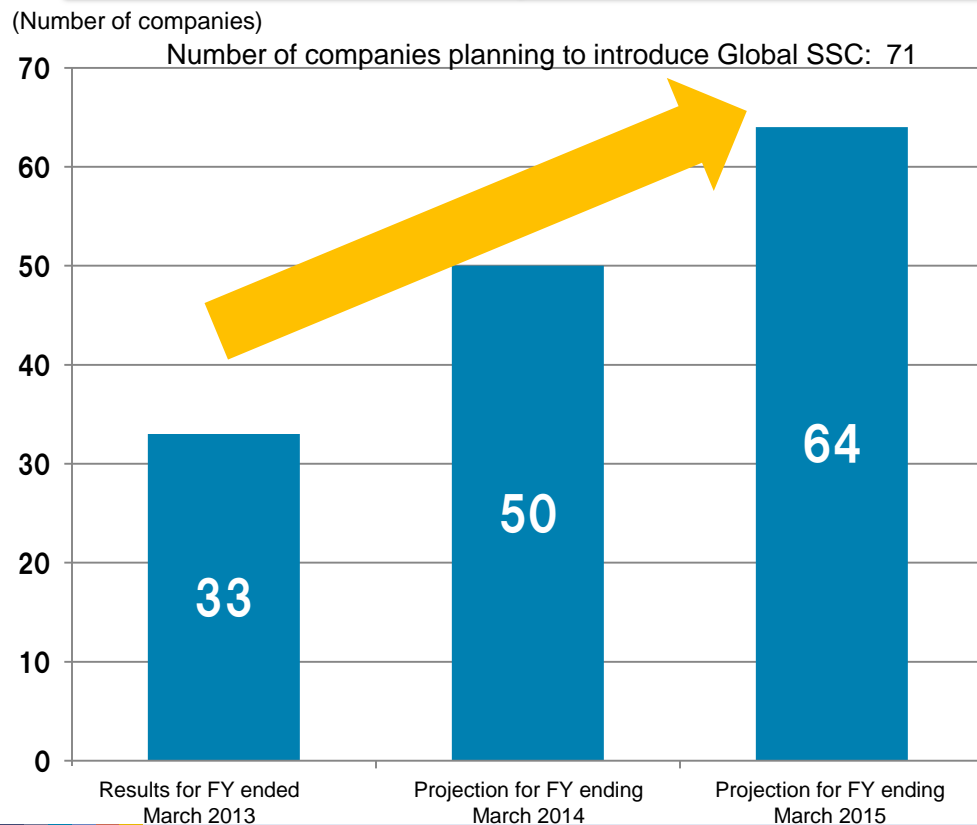
<Progress of Medium-Term Management Plan>

Pursuit of Overall Optimization

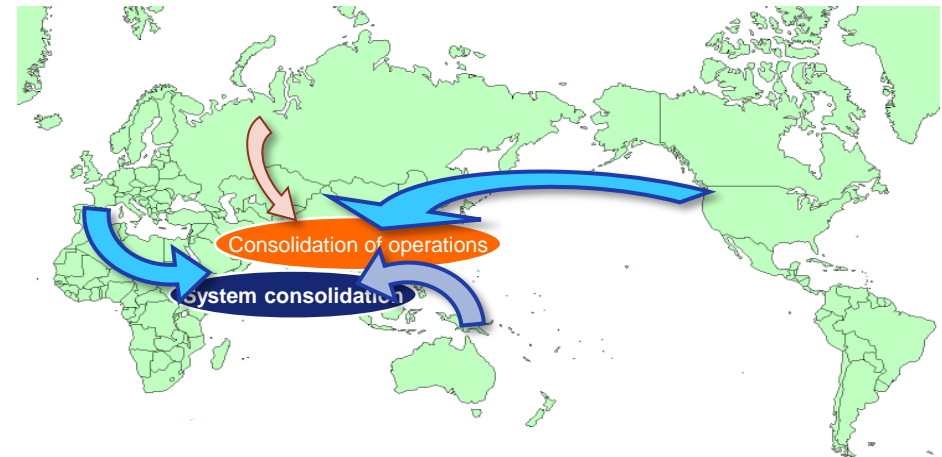
- Commencement of full-fledged operations of Group SSC
 - Development of operational menus had been completed and full-fledged operations started gradually starting with the current fiscal year
- Rollout of Global SSC in Europe and North America
 - Consolidation into the integrated system and BPO to India are gradually progressing

Group SSC: Consolidation of domestic operations such as finance, human resources, administration, procurement, etc. and utilization of offshore solutions
Global SSC: Consolidation of operations of overseas subsidiaries such as finance, human resources, etc. in India and consolidation of IT systems

Increase in the number of companies introducing Group SSC



Streamlining through the introduction of Global SSC



- Commenced the use of the integrated system and the BPO operations in the U.K. in April 2013.
- Rollout to European countries (Italy, Germany) and North America is scheduled during the FY ending March 2014.



3. Earnings Forecasts for Fiscal Year Ending March 31, 2014

P&F: Expected to decrease due to a decline as a reaction to the orders for large-scale projects received in the previous fiscal year, although new orders in the public sector are likely to expand.
 E-IT: Expected to increase mainly reflecting new orders to be received and the expansion of the scope of existing projects.
 S&T: Expected to remain virtually unchanged from the previous fiscal year.
 GB: Expected to increase on the back of the expansion of scale of the existing subsidiaries and the impact of foreign currency fluctuations, etc.

(Billions of yen)

	FY ended 2013 / 3 Full-year Results	FY ending 2014 / 3 Full-year Forecasts	YoY	
Public & Financial IT Services (P&F)	645.7	631.0	- 14.7 - 2.3%	
Enterprise IT Services(EIT)	279.0	285.0	+ 5.9 + 2.1%	
Solutions & Technologies(S&T)	35.8	36.0	+ 0.1 + 0.3%	
Global Business (GB)	234.4	266.0	+ 31.5 + 13.5%	
Consolidated values	1,197.1	1,220.0	+ 22.8 + 1.9%	

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

P&F: Despite a decrease in sales from existing large-scale systems, net sales are expected to remain virtually unchanged from the previous fiscal year due to an increase in sales from other projects.

E-IT: Expected to increase due mainly to the expansion of scale on a non-consolidated basis.

S&T: Expected to increase primarily driven by the growth in sales on a non-consolidated basis and the expansion of scale of the existing subsidiaries.

GB: Expected to increase on the back of the expansion of scale of existing subsidiaries and the impact of foreign currency fluctuations, etc.

(Billions of yen)

	FY ended 2013 / 3 Full-year Results	FY ending 2014 / 3 Full-year Forecasts	YoY	
Public & Financial IT Services (P&F)	728.8	730.0	+ 1.1 + 0.2%	
Enterprise IT Services(EIT)	301.1	304.0	+ 2.8 + 1.0%	
Solutions & Technologies(S&T)	167.0	175.0	+ 7.9 + 4.7%	
Global Business (GB)	244.9	270.0	+ 25.0 + 10.2%	
Consolidated values	1,301.9	1,330.0	+ 28.0 + 2.2%	

(*)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.

P&F: Despite a decrease in sales from existing large-scale systems, operating income are expected to increase due to an increase in sales from other projects and the reduction of cost, etc.

E-IT: Expected to increase due mainly to the reduction of cost at existing subsidiaries in addition to the impact of the growth in sales on a non-consolidated basis.

S&T: Expected to increase reflecting the impact of the growth in sales, among other factors.

GB: Expected to increase due mainly to the impact of the growth in sales of the existing subsidiaries.

(Billions of yen)

	FY ended 2013 / 3 Full-year Results	FY ending 2014 / 3 Full-year Forecasts	YoY	
Public & Financial IT Services (P&F)	64.5	67.0	+ 2.4 + 3.8%	
Enterprise IT Services(EIT)	13.2	14.0	+ 0.7 + 5.3%	
Solutions & Technologies(S&T)	7.0	8.0	+ 0.9 + 14.2%	
Global Business (GB)	(0.9) 【 7.9 】	0.0 【 10.0 】	+ 0.9 - 【 + 2.0 】	
Consolidated values	85.6	90.0	+ 4.3 + 5.0%	

(*) Figures by segment include inter-company transactions and allocated expenses of the entire company.

(*)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.

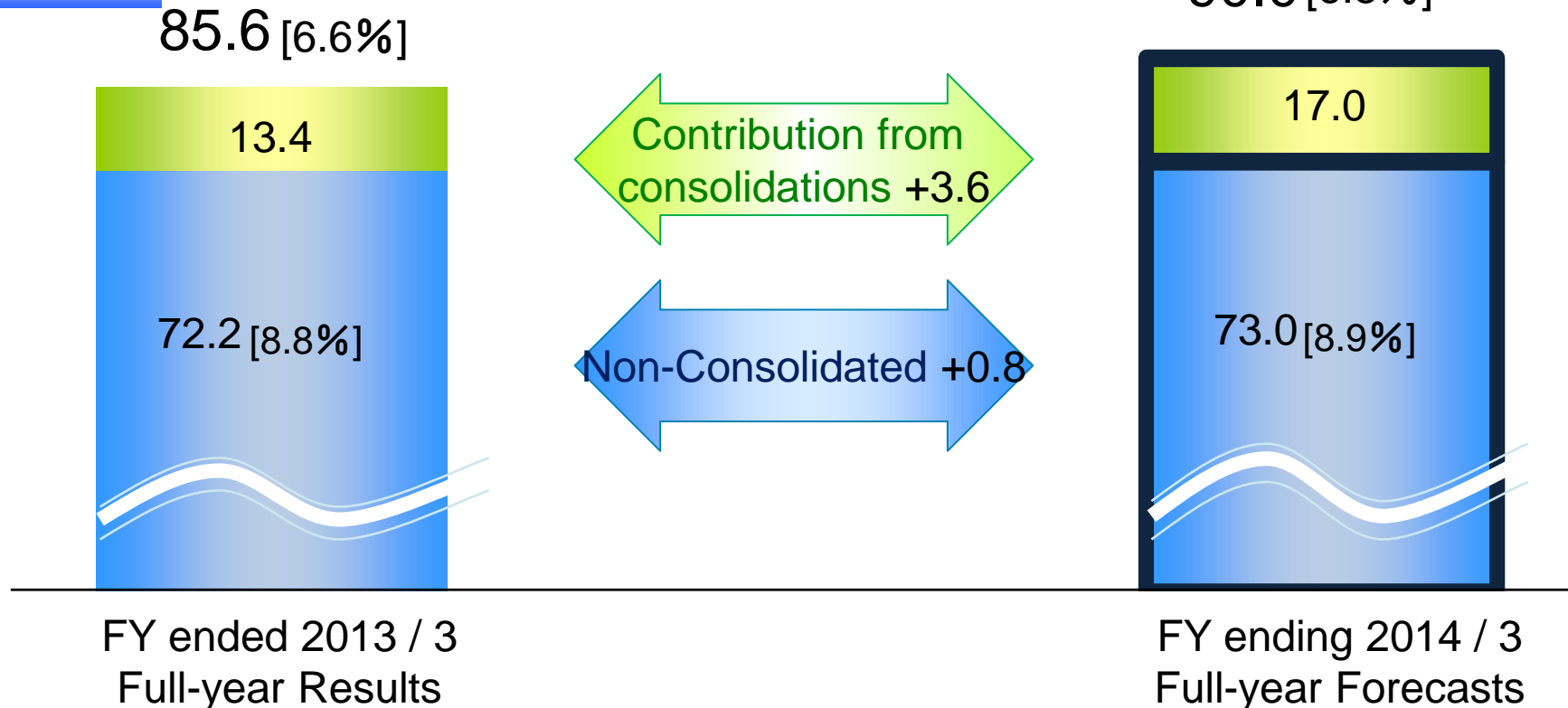
On a non-consolidated basis, operating income is expected to increase mainly reflecting the growth in profit as a result of the improvement of the cost ratio.

Contributions from consolidations are expected to increase attributable mainly to a rise in profit resulting from the growth in sales from existing subsidiaries and the reduction of cost, among other factors.

Contribution from consolidations

Non-Consolidated

(¥ billion)
[] indicates Operating Income Margin



P&F, E-IT and S&T: Expected to increase reflecting the growth in operating Income.
 GB: Expected to increase due mainly to a decrease in expenses for the consolidation and restructuring of the Group companies in addition to the growth in operating income.

(Billions of yen)








	FY ended 2013 / 3 Full-year Results	FY ending 2014 / 3 Full-year Forecasts	YoY	
Public & Financial IT Services (P&F)	63.7	67.0	+ 3.2 + 5.0%	
Enterprise IT Services(EIT)	12.5	14.0	+ 1.4 + 11.9%	
Solutions & Technologies(S&T)	5.1	6.5	+ 1.3 + 26.7%	
Global Business (GB)	(4.8)	(3.0)	+ 1.8 -	
Consolidated values	77.0	80.0	+ 2.9 + 3.9%	

(*) Segment Profit is income before income taxes.

(*) Figures by segment include inter-company transactions and allocated expenses of the entire company.

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

Highlights of Earnings Forecasts for Fiscal Year Ending March 31, 2014

	FY ended 2013 / 3 Full-year Results	FY ending 2014 / 3 Full-year Forecasts	(Billions of yen [except EPS and %]) YoY	
New Orders Received	1,197.1	1,220.0	+ 22.8 + 1.9%	
Net Sales	1,301.9	1,330.0	+ 28.0 + 2.2%	
Operating Income	85.6	90.0	+ 4.3 + 5.0%	
Operating Income Margin	6.6%	6.8%	+ 0.2P	
Segment Profit ^(*1)	77.0	80.0	+ 2.9 + 3.9%	
Net Income	43.5	45.0	+ 1.4 + 3.4%	
EPS(yen) ^(*2)	15,514	16,043	+ 528 + 3.4%	

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

(*2) Although 100-for-1 stock split is scheduled on October 1, 2013 as effective date, figures on this slide are calculated based on the total number of shares issued and outstanding prior to the stock split.



4. Appendices

Overview of Consolidated Earnings and New Orders Received for the FY Ended March 31, 2013

(Billions of yen [except Cash Dividends per Share and %])

	FY ended 2013/3 4th. Quarter Results (Jan.-Mar.)	YoY (%)
New Orders Received	278.3	+11.1
Orders on Hand		

	FY ended 2012/3 Full-Year Results(1)	FY ended 2013/3 Full-Year Results(2)	FY ending 2014/3 Full-Year Forecasts(3)	YoY	
				(2)-(1)/(1)	(3)-(2)/(2)
	1,098.4	1,197.1	1,220.0	9.0	+1.9
	1,131.9	1,140.2	1,128.0	0.7	-1.1

Net Sales	390.0	+7.6
Cost of Sales	290.3	+7.4
Gross Profit	99.7	+8.3
SG&A Expenses	62.8	-0.2
Selling Expenses	29.2	-2.3
R&D Expenses	3.0	-32.8
Other Administrative	30.5	+7.2
Operating Income	36.8	+26.8
Operating Income Margin	9.4	+1.4
Ordinary Income	37.0	+30.5
Special Gains and Losses	-2.1	+38.2
Income before Income Taxes	34.9	+40.0
Income Taxes and Others	13.4	+23.7
Net Income	21.4	+52.6

	1,251.1	1,301.9	1,330.0	4.1	+2.2
	941.8	980.5	1,000.0	4.1	+2.0
	309.2	321.4	330.0	3.9	+2.7
	228.8	235.7	240.0	3.0	+1.8
	105.6	108.0	110.0	2.3	+1.8
	13.5	12.1	13.0	-10.4	+7.4
	109.6	115.5	117.0	5.3	+1.3
	80.4	85.6	90.0	6.6	+5.0
	6.4	6.6	6.8	0.2	+0.2
	75.5	81.8	82.0	8.3	+0.2
	-3.7	-4.8	-2.0	-30.9	+58.8
	71.8	77.0	80.0	7.1	+3.9
	41.4	33.5	35.0	-19.1	+4.5
	30.4	43.5	45.0	42.9	+3.4

Capital Expenditures	39.1	+1.5
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	41.7	-6.6

	133.9	122.1	148.0	-0.9	+21.2
	159.7	153.8	150.0	-0.4	-2.5

Cash Dividends per Share (¥)

6,000	6,000	6,000
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Note1: Income Taxes and Others include Income, Residential and Enterprise Taxes, Adjustment to Income Taxes and Minority Interests.

Note2: Forecasted dividend per share for FY ending March 2014 is 6,000 in a real term. With the proposed stock split and the adoption of the unit share system as of October 1, 2013, interim dividend and year-end dividend are forecasted to be 3,000 yen per share and 30 yen per share (3,000 yen per 100 shares), respectively.

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

(Billions of yen)

	FY ended 2013/3 4th. Quarter Results (Jan.-Mar.)
Public & Financial IT Services	217.1
Enterprise IT Services	89.3
Solutions & Technologies	17.4
Global Business	65.2

FY ended 2012/3 Full-Year Results	FY ended 2013/3 Full-Year Results	FY ending 2014/3 Full-Year Forecasts
712.8	712.7	714.0
269.9	293.3	294.0
59.2	62.5	65.0
208.1	231.3	255.0

Note : Results for FY ended March 2012 have been rearranged to reflect the changes in reportable segments.

Consolidated New Orders Received by Customer Sector (to Japanese Customers Outside the NTT DATA Group) and Order on Hand

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(Billions of yen)

		FY ended 2012/3 Full-Year Results	FY ended 2013/3 Full-Year Results	FY ending 2014/3 Full-Year Forecasts
Public & Financial IT Services				
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	134.4	114.5	200.0
	Local Government and Community-based Business	76.9	107.6	105.0
	Healthcare	21.4	16.7	16.0
	Banks	146.7	196.3	137.0
	Cooperative Financial Institutions	76.1	86.4	63.0
	Insurance, Security and Credit Corporations	100.7	101.8	96.0
	Settlement Services	20.6	19.3	13.0
Enterprise IT Services				
(Main item)	Communication, Broadcasting and Utility Industry	128.0	131.7	133.0
	Manufacturing Industry	86.1	89.6	93.0
	Retail, Logistics and Other Service Industry	38.4	40.0	41.0
Solutions & Technologies				
(Main item)	Network Services	1.0	2.0	1.0
	Data Center Services	20.3	17.2	16.0
Orders on Hand				
(Main item)	Public & Financial IT Services	957.7	971.0	950.0
	Enterprise IT Services	33.8	26.3	23.0
	Solutions & Technologies	5.1	4.4	6.0
	Global Business	135.0	138.1	149.0

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

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

Note3: Results for FY ended March 2012 have been rearranged to reflect the changes in reportable segments.

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

(Billions of yen)

		FY ended 2012/3 Full-Year Results	FY ended 2013/3 Full-Year Results	FY ending 2014/3 Full-Year Forecasts
Public & Financial IT Services				
(Main item)	Central Government and Related Agencies, Overseas Public Institutions, etc.	132.2	139.7	142.0
	Local Government and Community-based Business	73.6	89.5	102.0
	Healthcare	26.3	19.6	18.0
	Banks	213.3	183.7	163.0
	Cooperative Financial Institutions	93.6	91.7	100.0
	Insurance, Security and Credit Corporations	95.5	106.4	104.0
	Settlement Services	74.1	78.4	85.0
Enterprise IT Services				
(Main item)	Communication, Broadcasting and Utility Industry	126.4	138.1	138.0
	Manufacturing Industry	80.2	94.8	96.0
	Retail, Logistics and Other Service Industry	43.5	44.2	45.0
Solutions & Technologies				
(Main item)	Network Services	20.3	21.6	19.0
	Data Center Services	29.6	29.0	32.0
Products and Services				
	Integrated IT Solution	438.1	436.1	420.0
	System & Software Development	345.4	351.0	379.0
	Consulting & Support	419.1	463.1	473.0
	Others	48.4	51.6	58.0
Net Sales by Products and Services Total		1,251.1	1,301.9	1,330.0

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

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

Note3: Results for FY ended March 2012 have been rearranged to reflect the changes in reportable segments.

Non-Consolidated Earnings and New Orders Received

(Billions of yen)

	FY ended 2012/3 Full-Year Results	FY ended 2013/3 Full-Year Results	FY ending 2014/3 Full-Year Forecasts
New Orders Received	655.4	700.8	690.0
Orders on Hand	942.8	915.3	880.0
Net Sales	812.0	818.0	820.0
Cost of Sales	624.6	627.0	628.0
Gross Profit	187.3	191.0	192.0
SG&A Expenses	120.0	118.7	119.0
Selling Expenses	54.9	54.0	55.0
R&D Expenses	11.7	10.9	11.0
Other Administrative Expenses	53.4	53.7	53.0
Operating Income	67.3	72.2	73.0
Operating Income Margin	8.3	8.8	8.9
Ordinary Income	65.4	73.4	76.0
Special Gains and Losses	-11.1	-1.2	-
Income before Income Taxes	54.2	72.1	76.0
Income Taxes and Others	28.8	26.4	26.0
Net Income	25.3	45.6	50.0
Capital Expenditures	135.2	107.2	139.0
Depreciation and Amortisation/Loss on Disposal of Property and Equipment and Intangibles	132.6	132.1	127.0

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

Non-Consolidated Earnings, New Orders Received by Segment and Others

(Billions of yen)

		FY ended 2012/3 Full-Year Results	FY ended 2013/3 Full-Year Results	FY ending 2014/3 Full-Year Forecasts
Net Sales (to Customers Outside the NTT DATA Group)		812.0	818.0	820.0
(Main item)	Public & Financial IT Services	593.9	577.5	571.0
	Enterprise IT Services	172.4	192.4	196.0
	Solutions & Technologies	46.7	48.9	53.0
	Global Business	0.0	0.0	0.0
New Orders Received		655.4	700.8	690.0
(Main item)	Public & Financial IT Services	460.4	493.8	477.0
	Enterprise IT Services	169.9	180.5	189.0
	Solutions & Technologies	24.9	26.2	24.0
	Global Business	0.0	0.0	0.0
Orders on Hand		942.8	915.3	880.0
(Main item)	Public & Financial IT Services	919.3	897.2	865.0
	Enterprise IT Services	18.7	12.5	11.0
	Solutions & Technologies	4.7	5.2	4.0
	Global Business	0.0	0.0	0.0

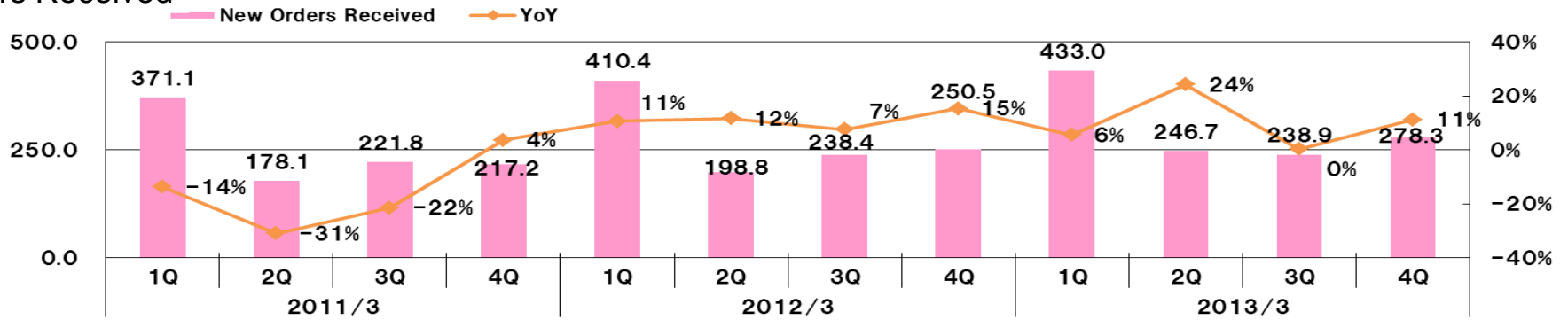
Note1: Net Sales and New Orders Received of Solutions & Technologies does not include orders taken via other segments.

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

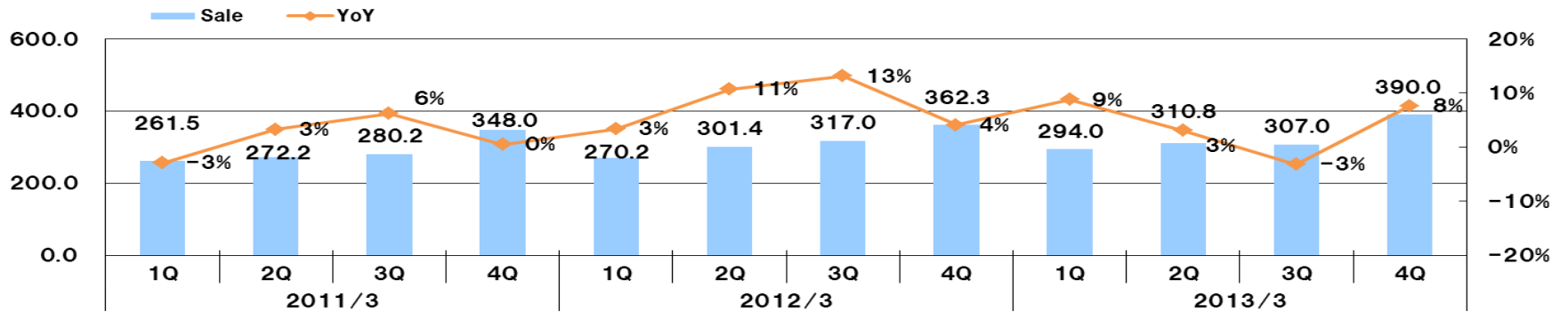
Note3: Results for FY ended March 2012 have been rearranged to reflect the changes in reportable segments.

■ New Orders Received

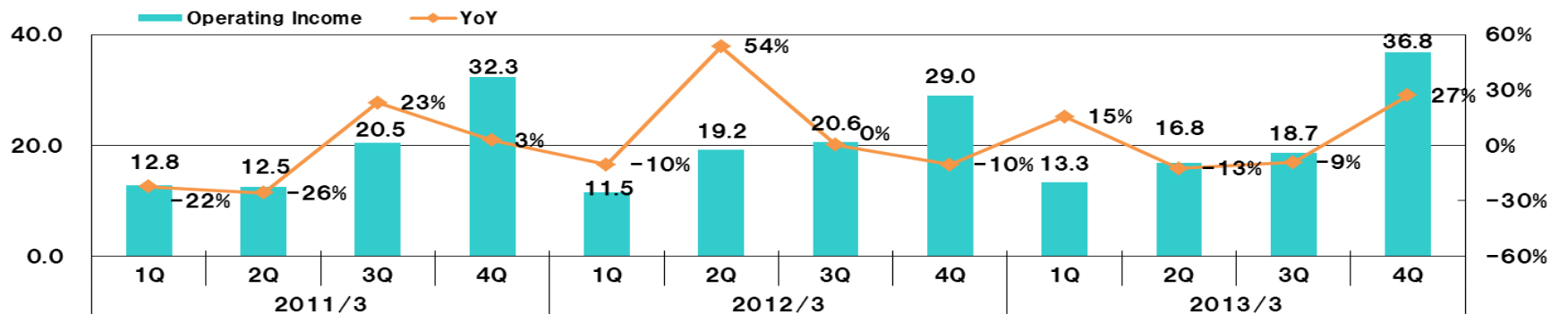
(Billions of yen, %)



■ Net Sales



■ Operating Income



- Will pay close attention to the impact of the political power shift on the IT budget policy amid the suppressed trend of overall government spending.
- IT spending by financial institutions is expected to increase in the new fields such as cloud-computing, etc. on the back of the trend of economic rebound.

Public & Financial IT Services

National Government	<ul style="list-style-type: none"> • Close attention must be paid to the impact of the political power shift on the IT budget policy amid the suppressed trend of overall government spending. • Bills related to the My Number System were approved in the Cabinet in March 2013. Movements toward the actual implementation are expected to get into full swing going forward.
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 has been growing in safety and security area, especially disaster prevention systems and smart community area.
Healthcare	<ul style="list-style-type: none"> • Close attention must be paid to the progress of the discussions by the government with regard to growth strategies and regulatory reforms. • IT spending on regional medical cooperation is expected to remain strong for the time being on the back of the results of the regional healthcare revitalization plan and the experimental projects by respective ministries.
Major Banks	<ul style="list-style-type: none"> • Close attention must be paid to trends in IT spending as we can expect to increase mainly in the fields such as 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"> • Despite signs of a recovery from a stagnant state in the overall category, cost-cutting demands 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.

Despite promising business sentiment among some companies, it is unclear if such sentiment will lead to an expansion of the domestic IT spending as it has not resulted in an increase in overall capital expenditure yet.

Enterprise IT Services

Communication, Broadcasting and Utility Industry

- In the telecom industry, while IT spending has remained strong for communication equipment upgrades and new service development, the market competition has further intensified and cost-cutting demand has been increasing.

Manufacturing Industry

- In spite of signs of earnings improvement mainly among export-oriented companies, strong demand persists for the curtailment of IT spending.
- Amid increasing globalization of Japanese companies, there have been increasing demands for global delivery.

Retail, Logistics and Other Service Industry

- Strong demands have remained for IT spending aimed at boosting sales through new marketing methods such as sales promotion activities connecting the Internet and brick-and-mortar stores.
- Reflecting strong appetite of overseas business expansion (especially in the APAC region) by Japanese companies, demands for overseas IT spending have emerged.

Solutions & Technologies

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

Network

- 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

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 Business

NA

Recovery of IT spending in the U.S. economy has been shown on the back of strong earnings primarily in the manufacturing industry. Meanwhile, although the "fiscal cliff" crisis has been avoided, close attention must be paid to the future trend as sequester spending cuts have become inevitable for the U.S. federal government.

EMEA

The economic recovery has been delayed although the European financial crisis tranquilized at least. People remain cautious about IT spending as shown in continuing IT cost-cuts through the nailing down of vendors in the public and financial sector as well as the manufacturing industry.

China

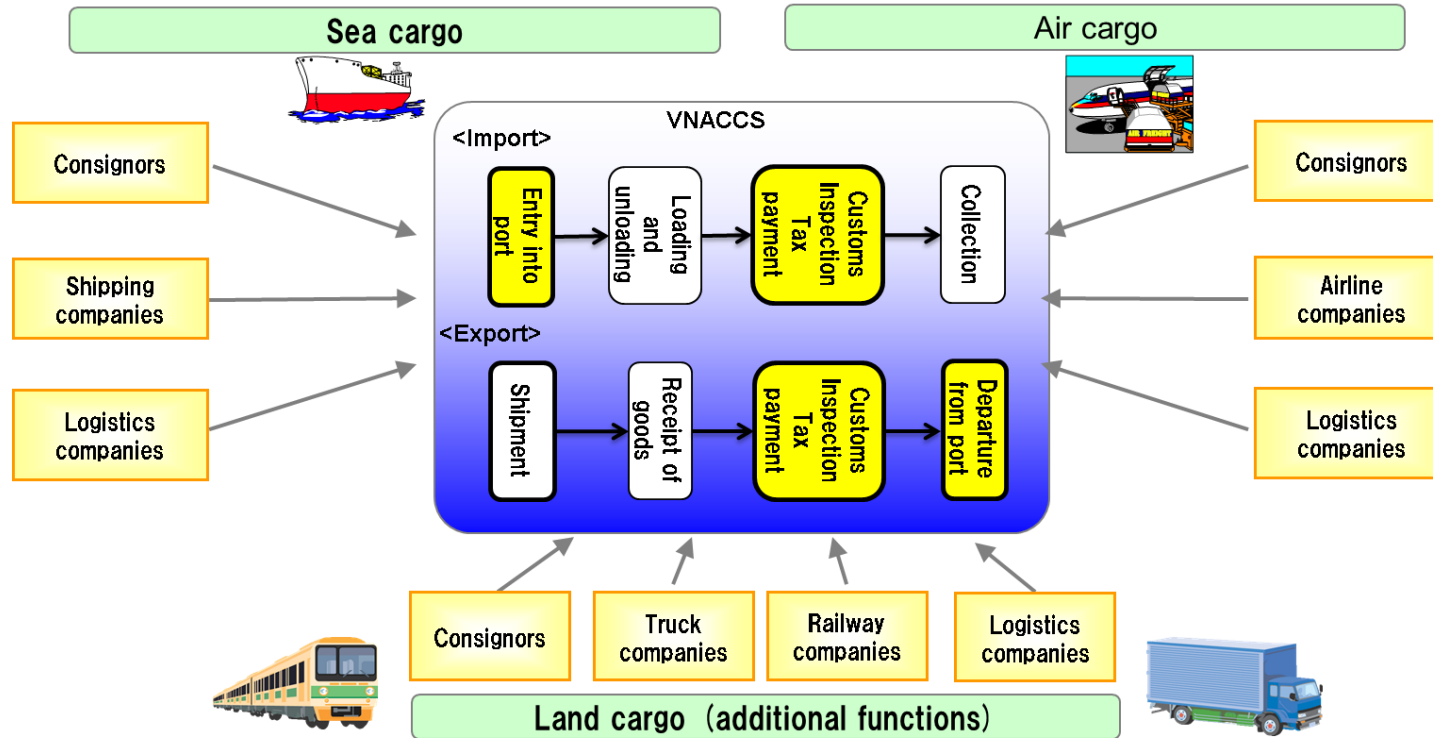
Although the economic growth in China has slowed down, further improvement in IT spending is expected as a result of measures taken by the Chinese government to stimulate the economy. Meanwhile, we will keep a close watch on how the policy against Japan by the new Chinese government will move in the future following the National People's Congress held in March.

APAC

The region boasts of the most rapid economic growth rate with the most prominent advance by Japanese companies. There will be opportunities for social infrastructure development in line with the economic growth state of each country and IT services including sales and leasing of hardware.

Entrustment of the Development of Trade Processing/Customs System in Vietnam

NTT DATA has been entrusted by the Vietnamese government with the development of a trade processing/customs system (VNACCS/VCIS) based on the Japanese trade processing and customs clearance system called NACCS^(Note1) and CIS^(Note2). (System to be completed March 2014)



Characteristics

Through the utilization of functions of NACCS and CIS administrative procedures in Japan, we realized streamlining of administrative procedures related to trade processing/customs clearance such as declaration for importing and exporting, procedures at entering into and departing from the port, etc.

(Note 1) NACCS: Nippon Automated Cargo and Port Consolidated System

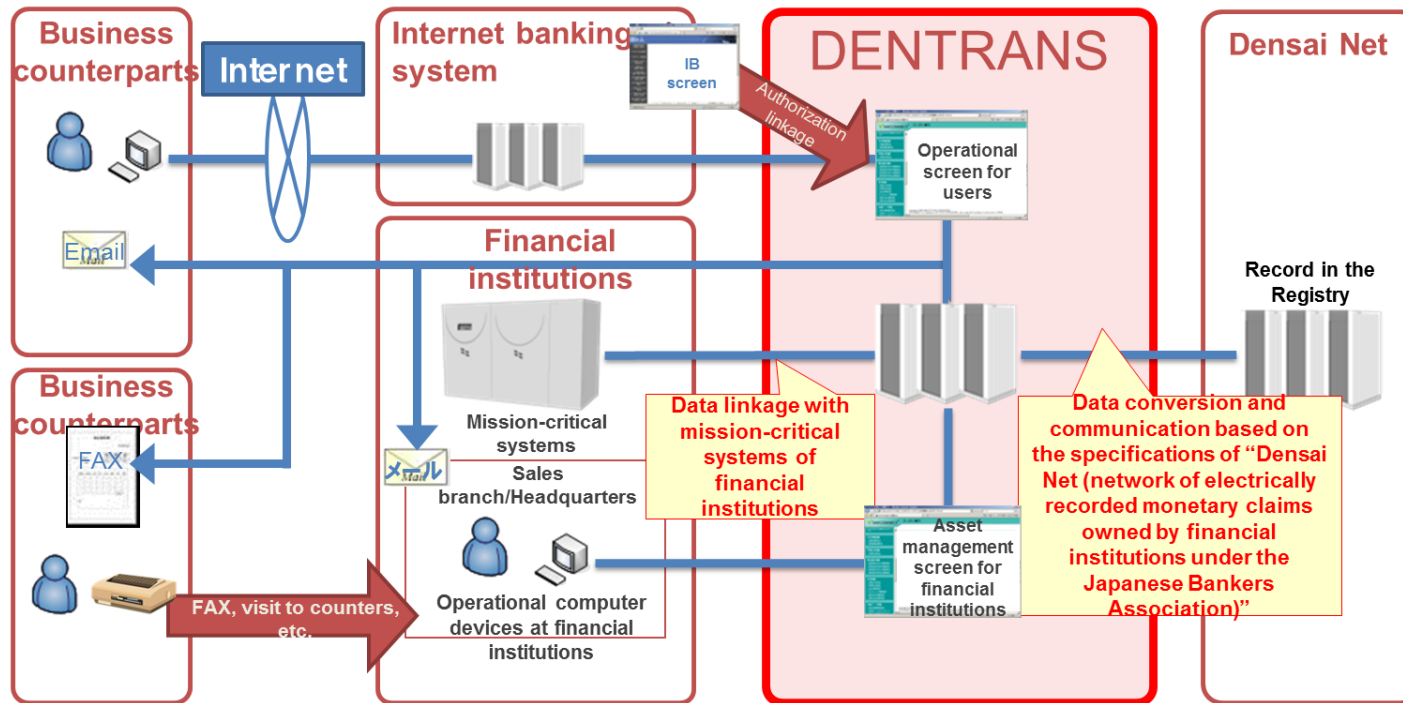
Online application system jointly used by public and private sectors to process administrative procedures such as import/export declarations, processing for arriving/departing ships and aircraft, etc. as well as import/export related procedures undertaken by the private sector

(Note 2) CIS: Customs Intelligence Database System

Integrated information system for customs clearance with accumulated data on import/export customs records and importer/exporter information

Launch of “DENTRANS”—ASP Service Pertaining to Electronically Recorded Monetary Claims for Financial Institutions

Targeting companies wishing to use electronically recorded monetary claims, launch the provision of “DENTRANS,” an ASP service pertaining to electronically recorded monetary claims for financial institutions that enables electronically recorded monetary claim transactions using a wide range of methods including the Internet, FAX, counters of financial institutions, etc.



Key features and advantages

- Provision of functions to meet the needs of user companies and financial institutions (functions related to various transactions including requests of accrual records, assignment records, etc. of electrically recorded monetary claims provided by the Densai Net)
- Significantly reducing system expenditure by individual financial institutions through the ASP-style service
- Equipped with a highly reliable system configuration and security system based on the knowhow of system implementation for financial institutions

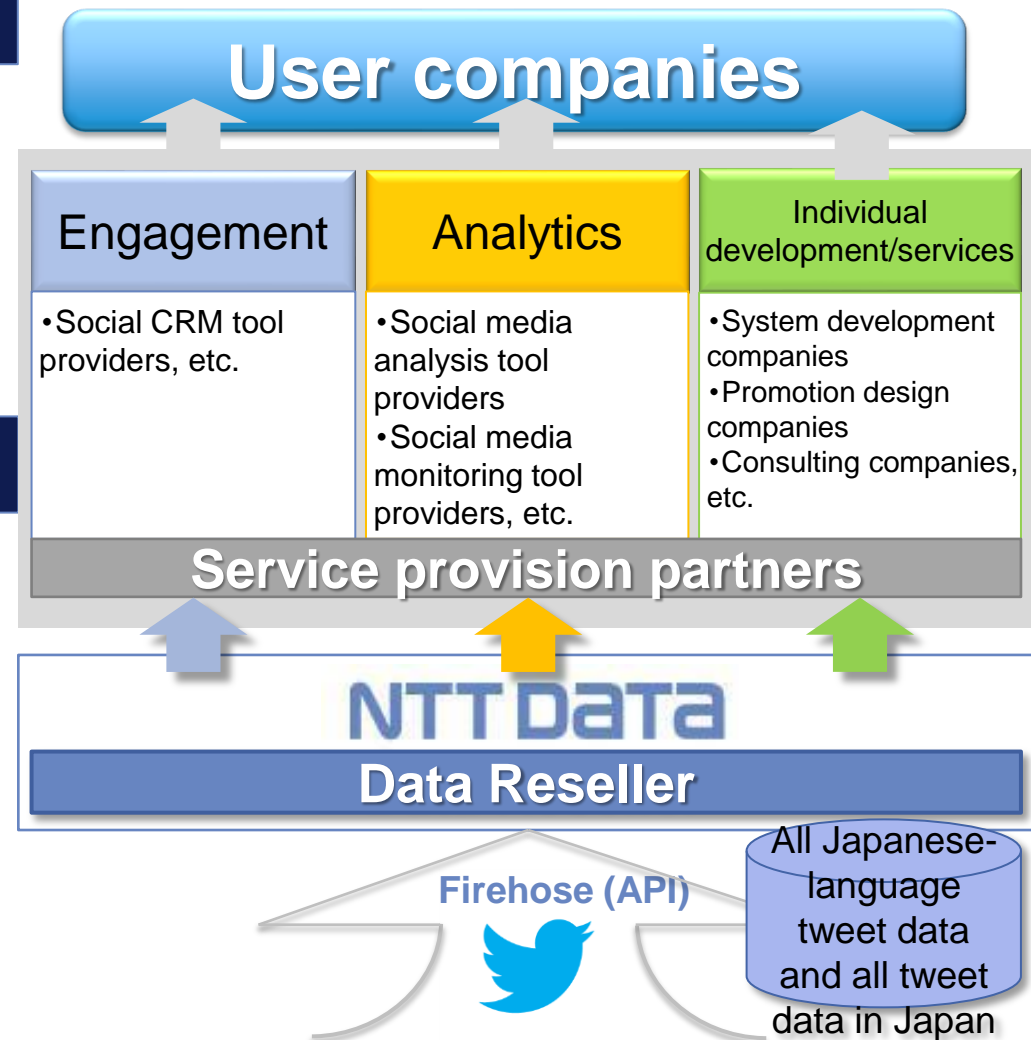
At the end of December 2012, launched a service to acquire and accumulate all Japanese-language tweet data and all tweet data in Japan and provide such highly-accurate and value-added data to tool vendors and user companies. Reflecting massive response from various industries including the adoption of the service by NHK's TV program "NEWS WEB," currently expanding the service provision.

◇ Key service features

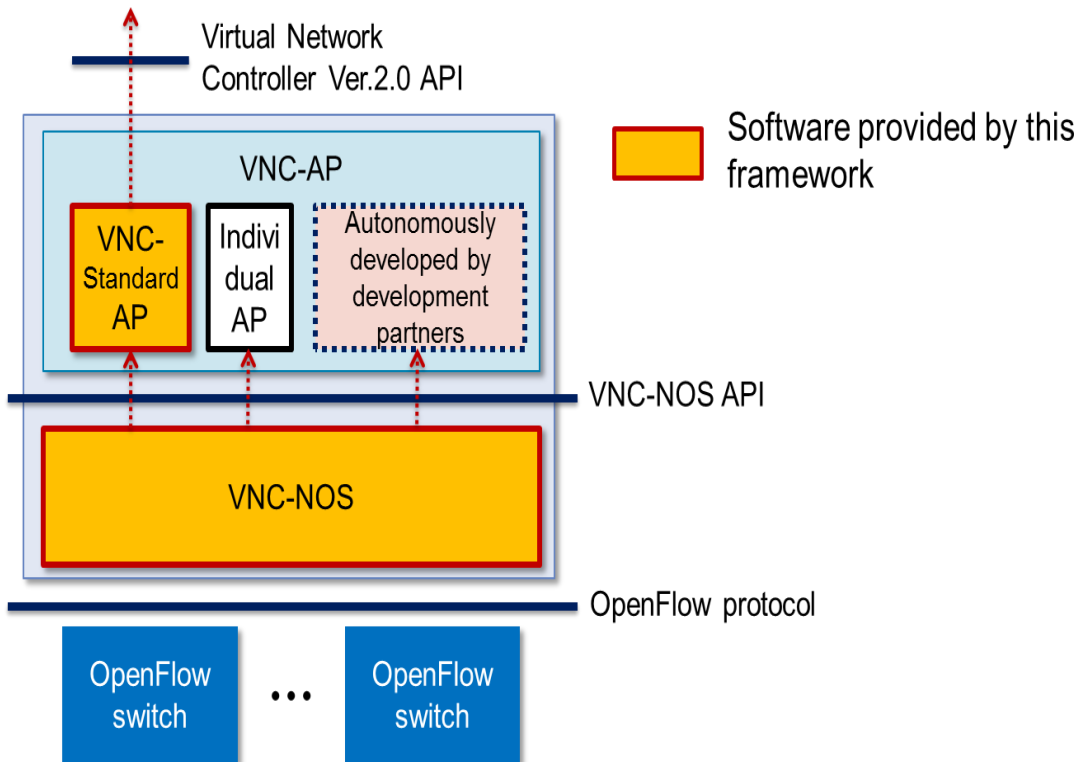
- Acquired reselling rights of tweet data from the US Twitter in September 2012. It is possible to provide large-volume tweet data free from the restriction of public API.
- It is possible to not only analyze topics within tweet data but also conduct advanced analysis by adding NTT DATA's original information to tweet data.

◇ Status of sales and service introduction since the launch of the service

- During three months through the end of FY2012, more than ten contract were concluded with customers in the advertising, logistics and financial services industries. A high level of interest has been shown by various companies.
- For NHK's TV program "NEWS WEB," we provide key topics of the day through high-speed processing and analysis of all Japanese-language tweet data for the day using this service.
- Initiatives have started to realize more advanced analysis by adding data analysis through this service in addition to the data analysis by user companies, with the provision of technical support services by NTT DATA.



Started the sales of "Virtual Network Controller Ver.2.0" that support easy implementation of "OpenFlow(*1)," a software-based network control technology.



Key features of the product

- Users can build and control virtual networks.
- It is possible to develop OpenFlow controller to realize optimal network implementation in accordance with customer needs

Future development

- Promotion of SDN(*2) rollout to data center network, campus network, business site network, etc.
- Will aim to revitalize market for the SND business leveraging a wide range of values including operational cost reduction and improvement of security and usability for users.
- Based on the SDN business including the sales of this product, will aim to achieve annual sales of 1.0 billion yen in FY2013.

(*1): A software interface standard to control network being standardized by NPO "Open Networking Foundation (ONF)"

(*2): A concept to control network functions and configurations using software

- Reinforcement of business expansion through the unification of the brand name of companies that provide SAP solutions, etc. as “NTT DATA Business Solutions”
- Annual sales from SAP-related businesses across the NTT DATA Group have exceeded 1.0 billion \$.

Measures taken during FY Ended March 2013

< November 2012 >

- With a focus on the APAC region, unified the names of companies that provide SAP solutions, etc. as “NTT DATA Business Solutions” and started business operations under the new trade name.

< December 2012 >

- Concluded an agreement to acquire 100% shares issued and outstanding of Innogence Limited, which has strength in the SAP BI business in Australia.
- Acquired 95% or more of itelligence’s outstanding shares through the public tender offer, with a plan to make it as a wholly-owned subsidiary.

< January 2013 >

- itelligence acquired Software A.G.’s SAP business in North America.

< March 2013 >

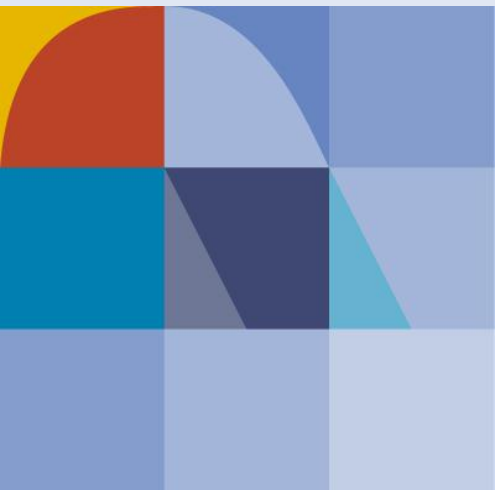
- Annual sales from SAP-related businesses across the NTT DATA Group exceeded 1.0 billion \$.

Increase in the number of customers

Annual sales from SAP-related businesses have exceeded 1.0 billion \$.

Will expand overseas sales with a focus on solution businesses such as SAP, etc.

Expansion of solutions



NTT DATA

Global IT Innovator