

NTT DATA

Company Presentation for the Second Quarter of Fiscal Year Ending March 31, 2024

November 6, 2023 NTT DATA Group Corporation

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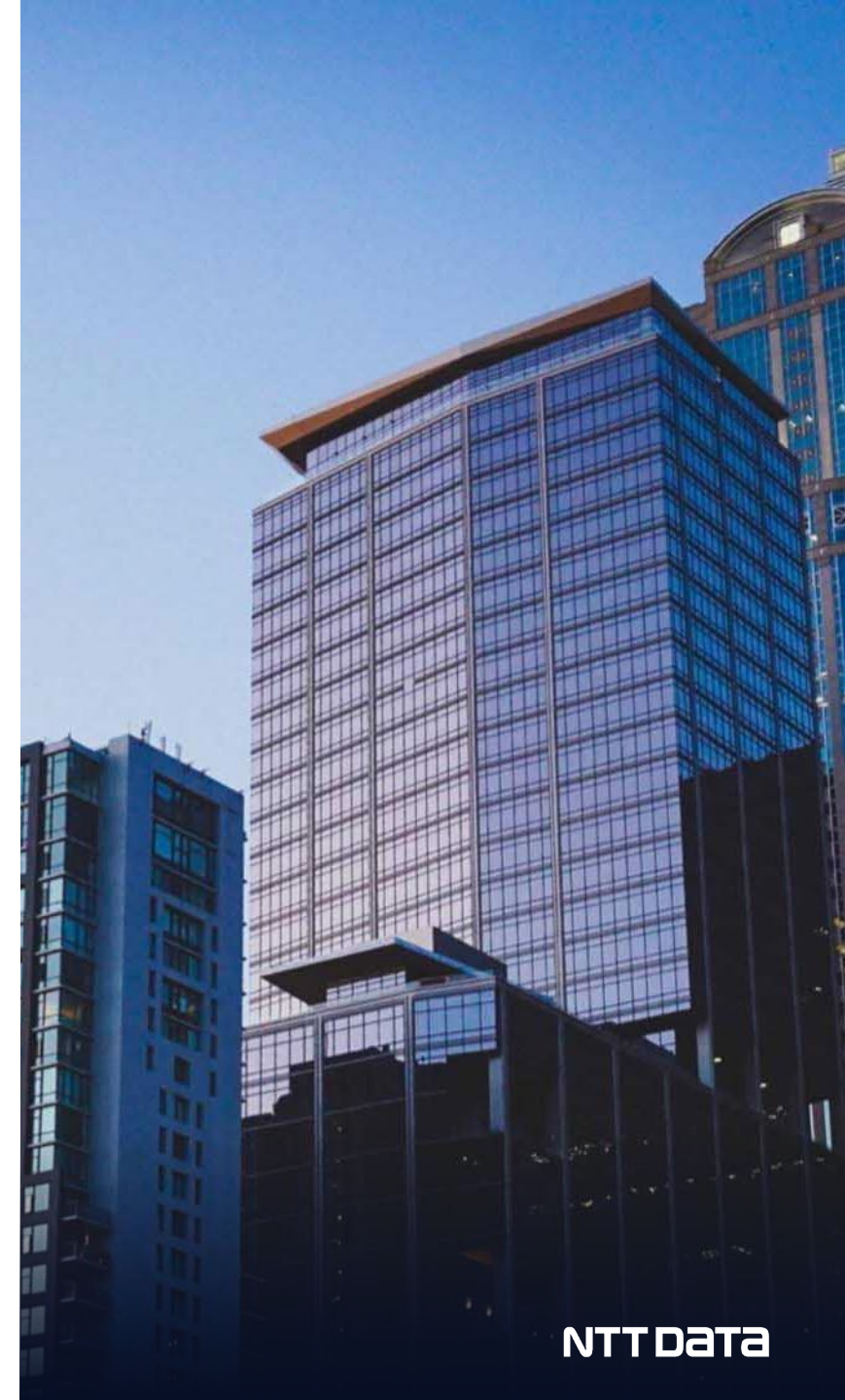
This English text is a translation of
the Japanese original. The Japanese
Original is authoritative.

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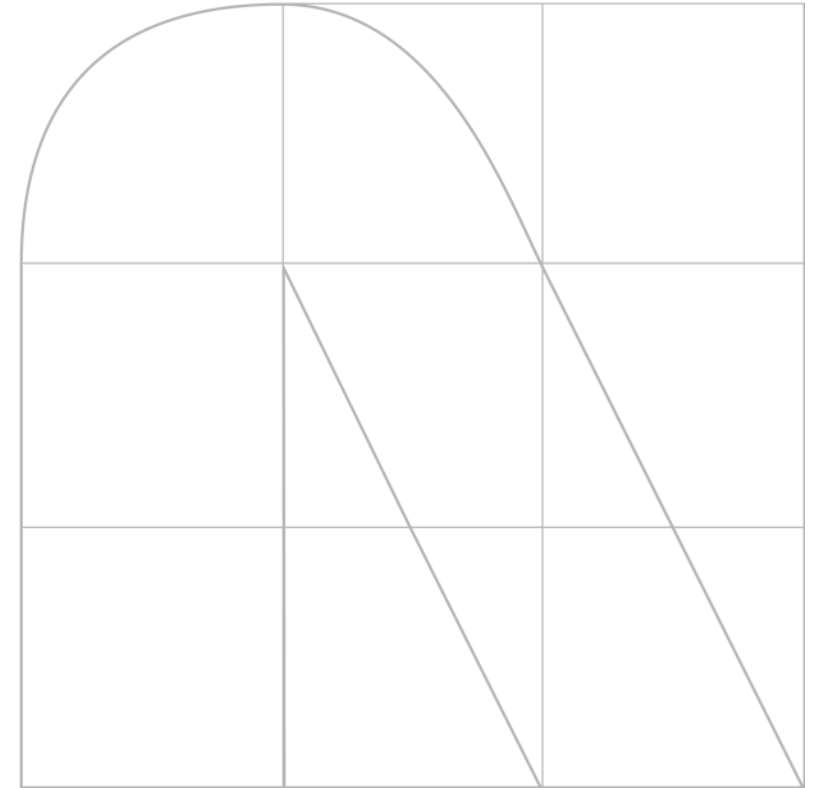
Cautionary Statement Regarding Forward-looking Statements

- * 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 cannot guarantee their accuracy.
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1

Results for the Second Quarter of Fiscal Year Ending March 31, 2024







Results for the Second Quarter of Fiscal Year Ending March 31, 2024

Despite increased costs associated with overseas business integration and structural reforms, performance has remain strong. Aiming to achieve full-year forecasts, including net income.

- Net sales increased due to the effect of expanded consolidation of NTT Ltd. as well as the business growth in Japan and Europe and the impact of foreign exchange rates.
- Operating income increased due to the effect of expanded consolidation of NTT Ltd. and sales growth despite an increase in overseas integration and restructuring costs
- Net income decreased due to an increase in financial expenses accompanied with the effect of expanded consolidation of NTT Ltd.
- New orders received increased due to the effect of expanded consolidation of NTT Ltd. and winning of large projects in Japan.

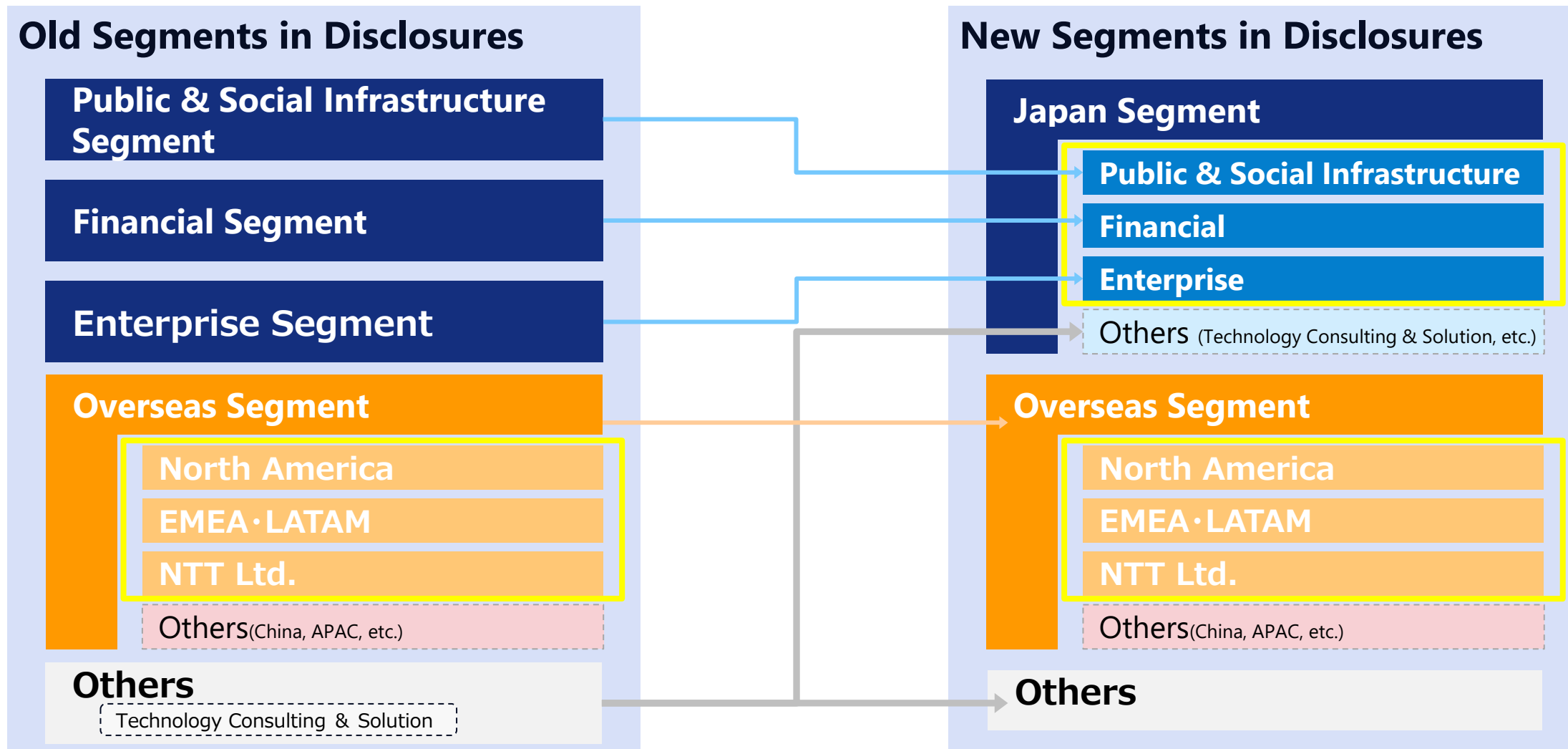
(Billions of Yen, %)

	Q2 FYE3/2023 (Apr-Sep)	Q2 FYE3/2024 (Apr-Sep)	YoY (Amount)	YoY (Rate)		FYE3/2024 Forecasts	Progress toward Forecasts
Net Sales	1,371.4	2,078.5	+707.1	+51.6%		4,100.0	50.7%
Operating Income (Operating income margin)	107.9 (7.9%)	121.9 (5.9%)	+13.9 (-2.0P)	+12.9%		292.0 (7.1%)	41.7%
Net Income Attributable to Shareholders of NTT DATA	72.8	53.0	-19.7	-27.1%		144.0	36.8%
(Reference) New Orders Received(*1)	1,194.7	2,166.6	+971.9	+81.4%		Excl. NTT Ltd. 2,850.0	—

(*1) Including NTT Ltd. from FYE3/2024

Reclassification of Segments in Disclosures


Due to the transition to a three-company structure effective July 1, 2023, the segments disclosed in the financial results announcement have been changed as follows



* Details of the reclassification of Forecasts by Segment due to the change in disclosed segments are provided in the Appendices section of this material.

* There is no change in the Overseas Segment. However, breakdown within Overseas Segment will be revised from the fiscal year ending March 31, 2025, in line with the new global business management structure.

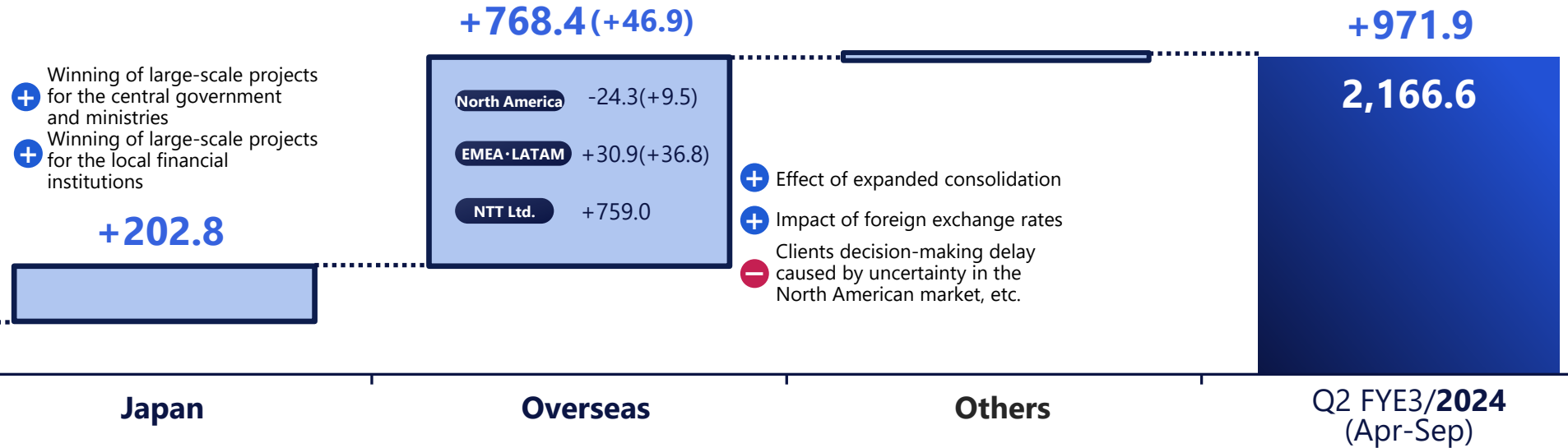
* Strategic Investments (companywide strategic investment) , which were included in "Other" in the old segments, are included in the Japan and Overseas segments in the new segments.

 Disclosed for reference

[Ref.] New Orders Received | YoY Changes by Business Segment (Q2 Results of FYE3/2024)

New orders received increased due to the effect of expanded consolidation of NTT Ltd. and winning of large projects in Japan
(Billions of Yen)

() shows the effect of exchange rate (re-post)



									(Billions of Yen)	
New Orders Received	Q2 FYE3/2023	Q2 FYE3/2024	YoY Comparison in Results	FYE3/2024 Forecasts	Apr-Sep Progress toward Full-year Forecasts	Q2 FYE3/2023	Q2 FYE3/2024	YoY Comparison in Results		
	Apr-Sep	Apr-Sep				Jul-Sep	Jul-Sep			
Total	1,194.7	2,166.6	+971.9	Excl. NTT Ltd. 2,850.0	-	572.0	1,168.3	+596.3		
Japan	604.9	807.7	+202.8	1,484.0	54.4%	277.1	416.3	+139.2		
Re-post Public & Social Infrastructure	235.3	364.8	+129.5	520.0	70.1%	95.6	200.2	+104.7		
Re-post Financial	171.3	238.6	+67.3	520.0	45.9%	85.3	110.7	+25.5		
Re-post Enterprise	169.0	173.2	+4.2	390.0	44.4%	83.3	90.4	+7.1		
Overseas(*)	583.9	1,352.3	+768.4	Excl. NTT Ltd. 1,341.0	-	292.3	748.7	+456.3		
Re-post North America	216.9	192.6	-24.3	547.0	35.2%	121.7	101.5	-20.2		
Re-post EMEA·LATAM	355.0	385.9	+30.9	761.0	50.7%	165.0	189.3	+24.4		
Re-post NTT Ltd.	-	759.0	+759.0	-	-	-	454.9	+454.9		
Others	5.9	6.6	+0.7	25.0	26.5%	2.5	3.3	+0.7		

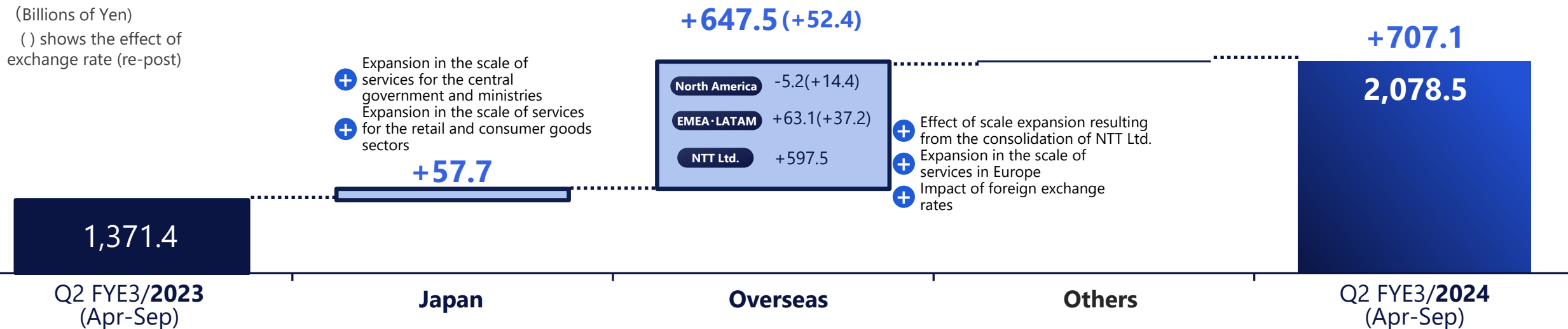
(*) New orders received includes NTT Ltd. from FYE3/2024.

Net Sales | YoY Changes by Business Segment (Q2 Results of FYE3/2024)

Net sales increased due to the effect of expanded consolidation of NTT Ltd. as well as the business growth in Japan and Europe and the impact of foreign exchange rates.

(Billions of Yen)

() shows the effect of exchange rate (re-post)



Net Sales		Q2 FYE3/2023 Apr-Sep	Q2 FYE3/2024 Apr-Sep	YoY Comparison in Results	FYE3/2024 Forecasts	Apr-Sep Progress toward Full year Forecasts	Q2 FYE3/2023 Jul-Sep	Q2 FYE3/2024 Jul-Sep	YoY Comparison in Results
Total		1,371.4	2,078.5	+707.1	4,100.0	50.7%	694.1	1,063.6	+369.5
Japan		765.2	822.8	+57.7	1,700.0	48.4%	384.6	417.5	+32.8
Re-post	Public & Social Infrastructure	270.5	304.9	+34.4	665.0	45.9%	140.8	158.2	+17.4
	Financial	320.9	330.6	+9.7	692.0	47.8%	157.5	165.0	+7.4
	Enterprise(*)	240.2	263.4	+23.2	550.0	47.9%	121.2	133.2	+12.0
Overseas		625.4	1,272.9	+647.5	2,436.0	52.3%	320.1	654.7	+334.6
Re-post	North America	292.6	287.4	-5.2	577.0	49.8%	153.3	146.5	-6.8
	EMEA·LATAM	325.4	388.5	+63.1	711.0	54.6%	163.1	197.5	+34.4
	NTT Ltd.	-	597.5	+597.5	1,167.0	51.2%	-	312.1	+312.1
Others		-19.2	-17.2	+1.9	-36.0	47.9%	-10.6	-8.6	+2.1

(*) Following the reorganization in April 2023, the comparative year, Q2 2023, also reflects figures after this reorganization.

Operating Income | YoY Changes by Business Segment (Q2 Results of FYE3/2024)

Operating income increased due to the effect of expanded consolidation of NTT Ltd. and sales growth despite an increase in overseas integration and restructuring costs

(Billions of Yen)

() shows the effect of exchange rate (re-post)

+ Sales growth

+ Sales growth
Functional transfer of corporate divisions due to change to the three-company structure, etc.

-

+8.0 (+1.4)

+ Effect of scale expansion due to the consolidation of NTT Ltd.

+ Sales growth

- Increase in integration costs

- Increase in restructuring cost

+13.9

121.9

107.9

Q2 FYE3/2023
(Apr-Sep)

Japan

Overseas

Others

Q2 FYE3/2024
(Apr-Sep)

Operating Income (operating income margin)	Q2 FYE3/2023		YoY Comparison in Results	FYE3/2024 Forecasts	Apr-Sep Progress toward Full-year Forecasts	Q2 FYE3/2024		YoY Comparison in Results
	Apr-Sep	Apr-Sep				Jul-Sep	Jul-Sep	
Total	107.9	121.9	+13.9	292.0	41.7%	50.4	63.6	+13.2
Japan	76.7	80.0	+3.3	181.0	44.2%	35.1	39.9	+4.7
Re-post	Public & Social Infrastructure	19.1 (7.1%)	30.8 (10.1%)	80.0 (12.0%)	38.4%	7.8 (5.5%)	15.2 (9.6%)	+7.5 (+4.1P)
	Financial	33.1 (10.3%)	35.0 (10.6%)	73.0 (10.5%)	47.9%	16.9 (10.8%)	17.8 (10.8%)	+0.8 (+0.0P)
	Enterprise	27.1 (11.3%)	28.0 (10.6%)	55.0 (10.0%)	50.9%	14.0 (11.5%)	15.2 (11.4%)	+1.3 (-0.1P)
Overseas	26.2 (4.2%)	34.2 (2.7%)	+8.0 (-1.5P)	99.0 (4.1%)	34.5%	12.9 (4.0%)	19.2 (2.9%)	+6.3 (-1.1P)
Others	5.1	7.7	+2.6	12.0	64.1%	2.4	4.5	+2.1

[Ref.] Breakdown of Overseas Business

(Billions of Yen)

		Q2 FYE3/2023 Apr-Sep	Q2 FYE3/2024 Apr-Sep	YoY (Amount)		YoY (Rate)	FYE3/2024 Forecasts	Progress toward Forecasts	Q2 FYE3/2023 Jul-Sep	Q2 FYE3/2024 Jul-Sep	YoY (Amount)
					Forex Effects						
Net Sales		625.4	1,272.9	+647.5	+52.4	+103.5%	2,436.0	52.3%	320.1	654.7	+334.6
Re-post	North America	292.6	287.4	-5.2	+14.4	-1.8%	577.0	49.8%	153.3	146.5	-6.8
	EMEA·LATAM	325.4	388.5	+63.1	+37.2	+19.4%	711.0	54.6%	163.1	197.5	+34.4
	NTT Ltd.	-	597.5	+597.5	-	-	1,167.0	51.2%	-	312.1	+312.1
EBITA (*1)		36.8 5.9%	57.9 4.6%	+21.2 -1.3P	+2.3	+57.5%	145.0 6.0%	40.0%	18.3 5.7%	31.8 4.9%	+13.6 -0.8P
Re-post	North America	19.9 6.8%	17.8 6.2%	-2.2 -0.6P	+0.9	-10.8%	44.0 7.6%	40.4%	9.9 6.4%	7.7 5.2%	-2.2 -1.2P
	EMEA·LATAM	16.5 5.1%	15.1 3.9%	-1.5 -1.2P	+1.4	-8.8%	40.0 5.6%	37.7%	8.4 5.1%	9.5 4.8%	+1.2 -0.3P
	NTT Ltd.	-	25.6 4.3%	+25.6 -	-	-	79.0 6.8%	32.4%	-	14.2 4.6%	+14.2 -
(Ref.) New Orders Received		583.9	1,352.3	+768.4	+46.9	+131.6%	Excl. NTT Ltd. 1,341.0	-	292.3	748.7	+456.3
Re-post	North America	216.9	192.6	-24.3	+9.5	-11.2%	547.0	35.2%	121.7	101.5	-20.2
	EMEA·LATAM	355.0	385.9	+30.9	+36.8	+8.7%	761.0	50.7%	165.0	189.3	+24.4
	NTT Ltd.	-	759.0	+759.0	-	-	-	-	-	454.9	+454.9

(*1) EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(*2) NTT Ltd. has been consolidated since Q3 FYE3/2023.

(*3) NTT Ltd is included from Q1 FYE3/2024.

(*4) Foreign exchange rate (average rate) : For Q2 FYE3/24, USD 141.06 yen and EUR 153.45 yen; for Q2 FYE3/23, USD 134.00 yen and EUR 138.76 yen.

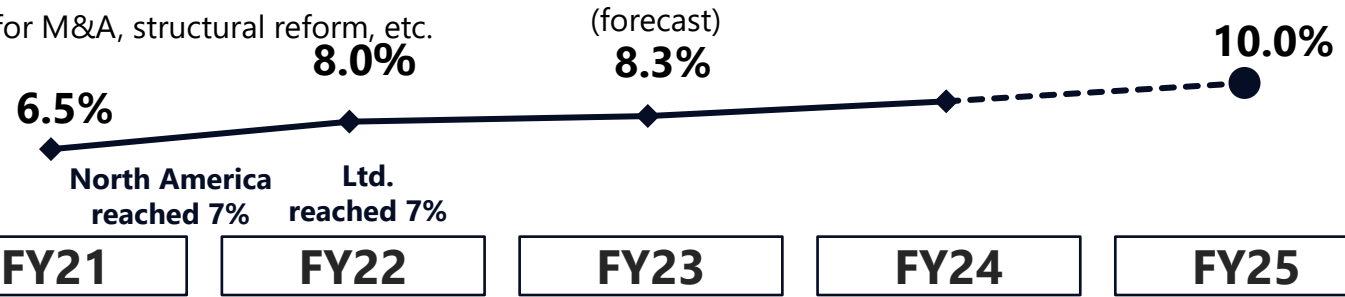
[Reference] Overseas Business Growth Accompanied by Quality

Achieved solid profit growth as a result of structural transformation that had been implemented since before the overseas business combination.

Promote full-fledged transformation in the future to achieve the MMP target EBITA margin of 10%*1.

(*1) Excluding one-time costs for M&A, structural reform, etc.

Overseas EBITA margin * -



Budget
Actual
Expenditure before the combination

Business Combination

Accelerate sales collaboration, business transformation, Consolidate office/corporate function, etc.

5 billion yen *2
19 billion yen *2
3.4 billion yen *2
Approx. 10 – 20 billion yen / year

(*2) Overseas Segment

Measures taken / Cost

Structural Transformation

EMEA & LATAM

Brand unification, integration costs, strengthening digital capabilities, etc.

12 billion yen
7 billion yen
7 billion yen
4.3 billion yen

Ltd.

HR optimization, service migration, withdrawal from low profit countries/businesses, etc.

44 billion yen
18 billion yen
17 billion yen
19 billion yen
9.2 billion yen

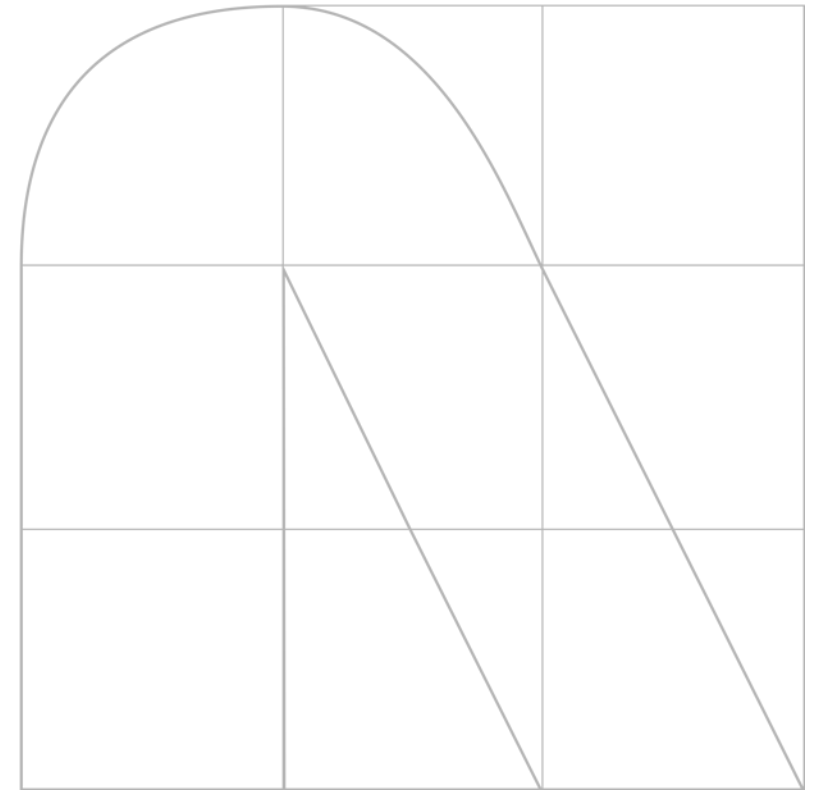
- Structural design for implementing the new operating model from FY24
- Promotion of initiatives to strengthen joint go-to-market collaborations in each region

- Regional integration, measures to strengthen sales collaboration
- IT infrastructure and ERP integration

- Withdrawing of unprofitable business
- IT integration within Ltd. Group

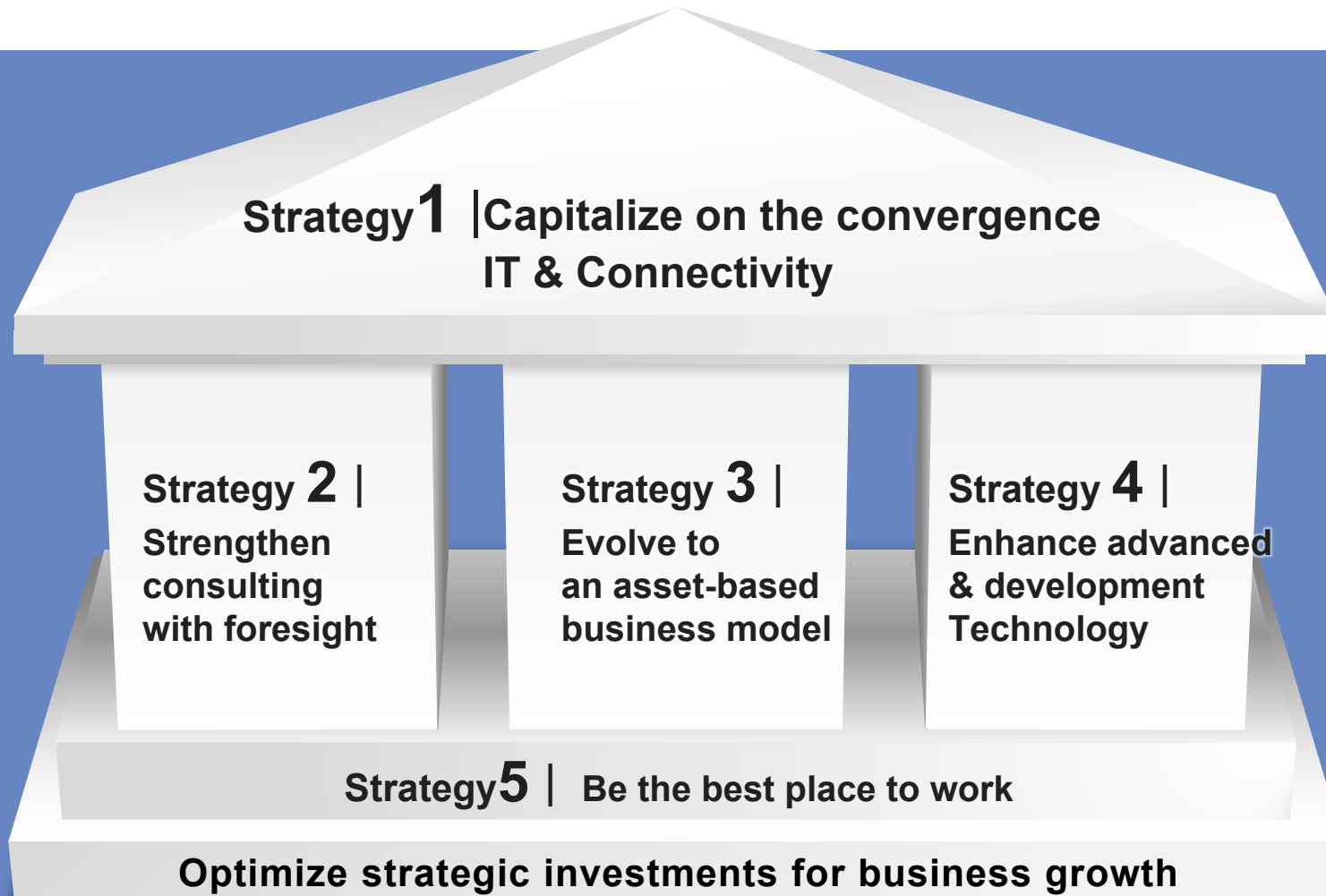
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Progress of the Medium-Term Management Plan



Achieving the MMP goals through 5 strategies (FY2022–2025)

To achieve MMP goals, maximize the value to our clients by implementing 5 strategies.



What to be realized

Solve social issues through collaboration across industries and improve value provided through the utilization of Connectivity

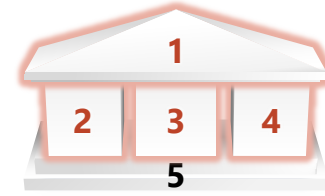
Pillars of strategy

Enhance competitiveness and shift business portfolio by strengthening consulting and technological capabilities, which are thoroughly used as assets.

Base of strategy

Recruit and develop talents to maintain mid- to long-term competitiveness and create proactive workplaces.

Development of PITON, a framework for operating an accounting system on an open infrastructure



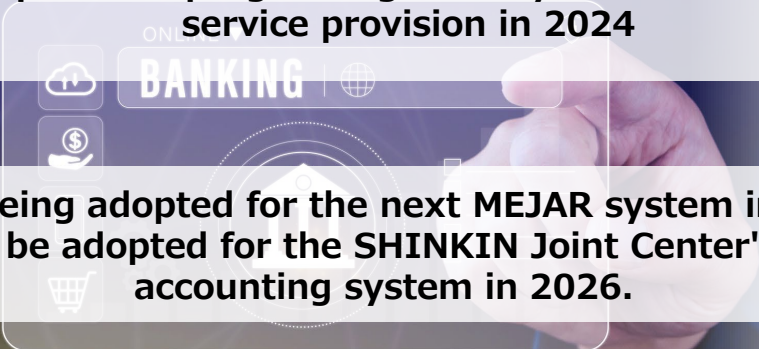
PITON, a framework for making systems built on mainframes work on open infrastructure, is scheduled to be launched in 2024.

About PITON



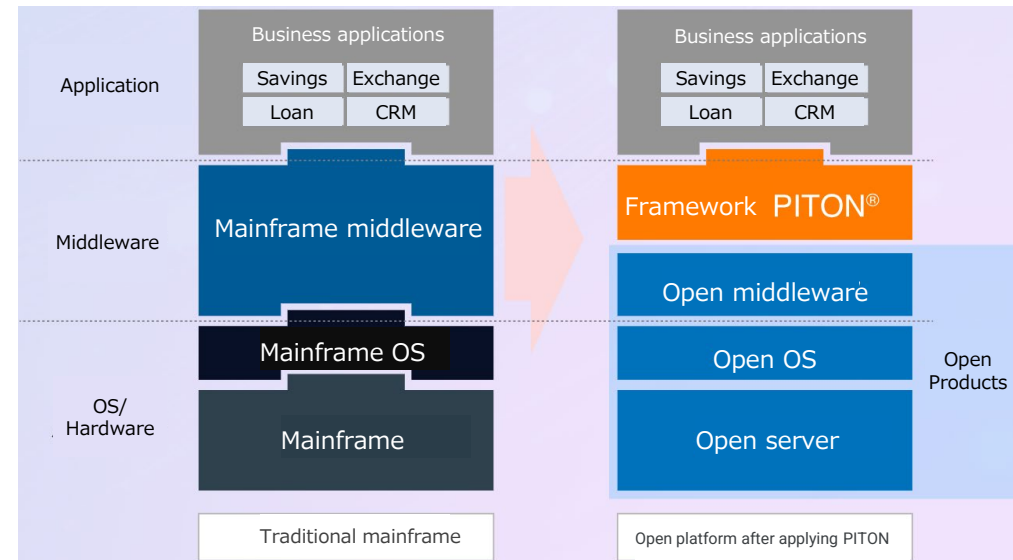
We developed PITON as a development framework for running business applications that run on mainframes on open servers. Eliminates the need to make changes to existing business applications with stable operating results, thereby **reducing the risk of migration to open systems built on mainframes.**

Development is progressing steadily towards the start of service provision in 2024



After being adopted for the next MEJAR system in 2024, it will be adopted for the SHINKIN Joint Center's next accounting system in 2026.

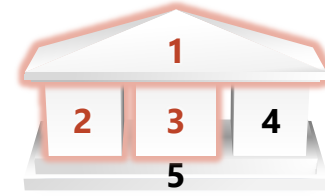
Aiming for further expansion of application, mainly in mission-critical areas



Values

- Sustainability**
Achieving continuity by securing medium- to long-term hardware and IT human resources
- Contribute to digitalization**
Contributing to digitalization by improving compatibility with the latest open technologies
- Promoting Green IT**
Reduce system power consumption by utilizing cloud and data centers

Provision of Indonesia's Disaster Management Information Transmission System (DPIS)



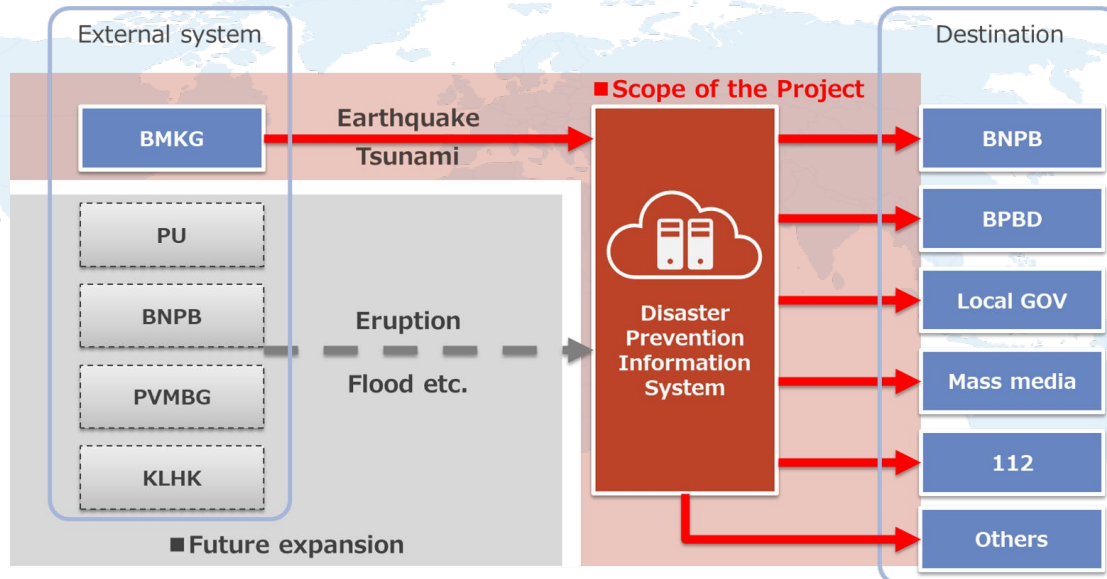
Global deployment of Japan's Disaster Management Information Transmission System (DPIS)

Aiming at the deployment of Japan's disaster management DX solutions and disaster management know-how to countries around the world

Disaster Management Information Transmission System (DPIS)

Based on the architecture of the disaster information sharing system "L Alert" operated in Japan, the Indonesian government has provided disaster relief information by utilizing the information distribution know-how cultivated through the disaster response support system "D-Resilio Collaboration Platform".

A system to promptly disseminate information to protect the safety and security of the public.

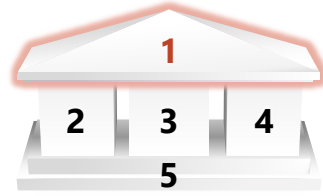


Officially signed a contract with the Indonesian Ministry of Information and Communications regarding the construction and export of a disaster prevention information transmission system.

Contributing to disaster countermeasures such as facilitating the evacuation of Indonesian citizens by quickly transmitting tsunami and earthquake information

**Developing DX solution know-how for disaster prevention to countries around the world
Aiming to realize a highly resilient society**

Combination of Capabilities of NTT DATA Services and NTT Ltd.



**Awarded a deal to build traffic management platform
from a leading global lift truck manufacturer in North America region**

NTT DATA Services, in collaboration with NTT Ltd., provides a traffic management platform that allows autonomous movement of lift trucks in the warehouse. Together we contribute to maximizing the value of the client's core products.

Build, Host and Manage a Traffic Management Platform that directs autonomous operations of lift trucks in the warehouse

**NTT DATA Services
Launch***
by NTT DATA

Ability to build a system with deep customer understanding and advanced technology



NTT Ltd.

Strength in
Edge-to-Cloud Operation Services

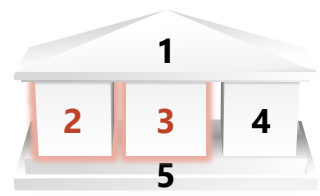
Perform network assessments and enhancements to support truck operations



The client will be able to provide next-generation autonomous forklift products and a Traffic Management Platform as SaaS to control its movements, enabling it to better serve end-users and develop new markets.

* "Launch by NTT DATA" is a service line that combines the capabilities of five recently acquired companies and existing capabilities from NTT DATA Service. This new digital practice was revealed in April 2023 in NA region by NTT DATA Services.

GHG emission visualization system “C-Turtle”



Successfully installed the system for a cumulative total of 500 companies
(Number of inquiries: doubled from last year)

Support activities for Scope 3 reduction * 1 through consulting for accurate emission visualization

Adopting a total emissions allocation method that links emissions of supplier companies to transactions

Make it possible to incorporate reduction efforts implemented and realized by supplier companies into the client companies' emissions

Propose solutions to reduce emissions through consulting in addition to visualization.

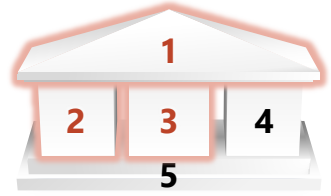


Visualization Assets

Green Consulting

※1
Scope1: Direct emission of greenhouse gases by the operator (Fuel combustion, industrial processes)
Scope2: Indirect emission of electricity, heat and steam supplied by other companies
Scope3: Indirect emission in the supply chain of companies other than Scope1 and 2

Japan's first* walk-through store "CATCH & GO"



Daiei's AEON FOOD STYLE opened a walk-through store "CATCH & GO" in Yokohama West Entrance
 Achieves both a walk-through purchasing experience and a labor-saving employee experience

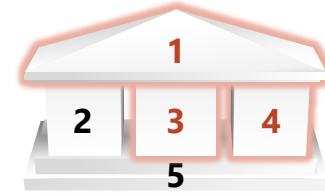
AI models analyze the movement of humans and products captured by ceiling cameras and weight sensors.

Payment is automatically completed just by picking up items and leaving the store.

Envision the future of retailing and create a new store model in collaboration with Daiei.

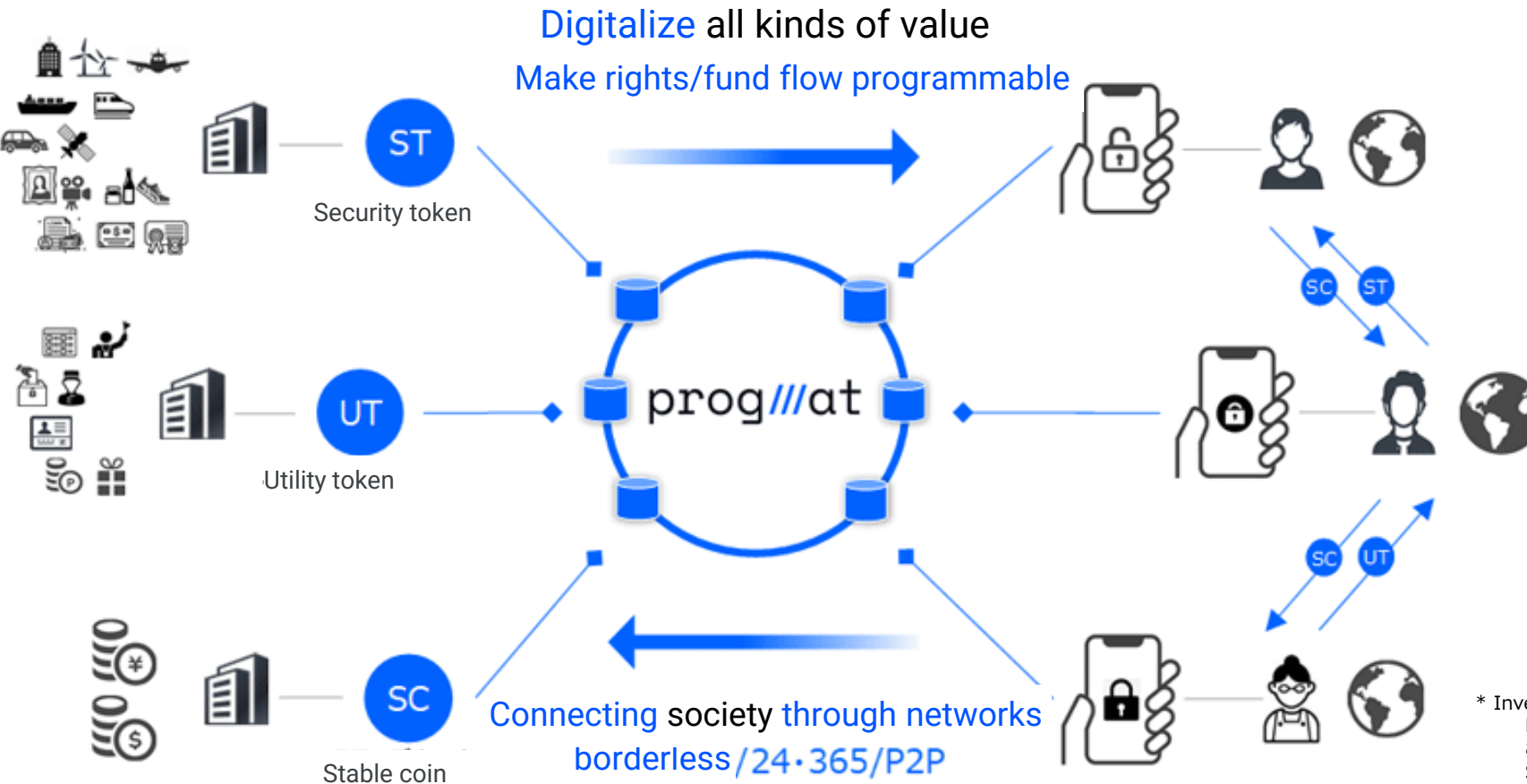


Co-founding of Progmat Inc.



Developed and manage **the national infrastructure** for the digital asset market through joint investment with major financial companies

Through co-creation, contribute to the enhancement of the convenience of digital assets and the expansion of the market



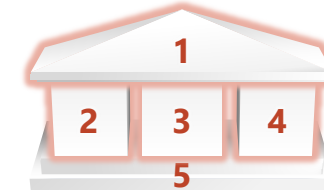
Utilize blockchain technology acquired through strategic investment

Providing know-how regarding financial infrastructure and advanced technology

Collaboration with existing corporate bond management infrastructure that has a high market share

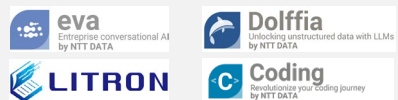
* Investments:
 MUFG Trust & Banking Coporation., NTT Data Japan Coporation, Mizuho Trust & Banking Co., Ltd.
 Sumitomo Mitsui Trust Bank, Ltd., Sumitomo Mitsui Financial Group, Inc.
 SBI PTS Holdings, Inc., JPX Market Innovation & Research, Inc., DataChain, Inc.

Featured Technology: Co-creation with clients using generative AI



While appropriately combining the promotion and control of generative AI, we are accelerating the provision of generative AI consulting and Generative AI assets, launching **co-creation with clients** projects, and promoting the creation of advanced use cases.

Extensive Generated AI Assets



10+

Utilize generative AI-related assets globally

30+

Global advanced cases

Co-creation projects with Toyota Motor Corporation and others are being promoted globally

40~70%

Improve development productivity *

The Large-Scale Language Models developed by NTT Research Labs

tsuzumi

Co-creation with clients

Clients

195,000

Human resources utilizing generative AI

Dedicated environment with high reliability and full stack for Generative AI

New value offers driven by generative AI

Promotion
of using
generative AI

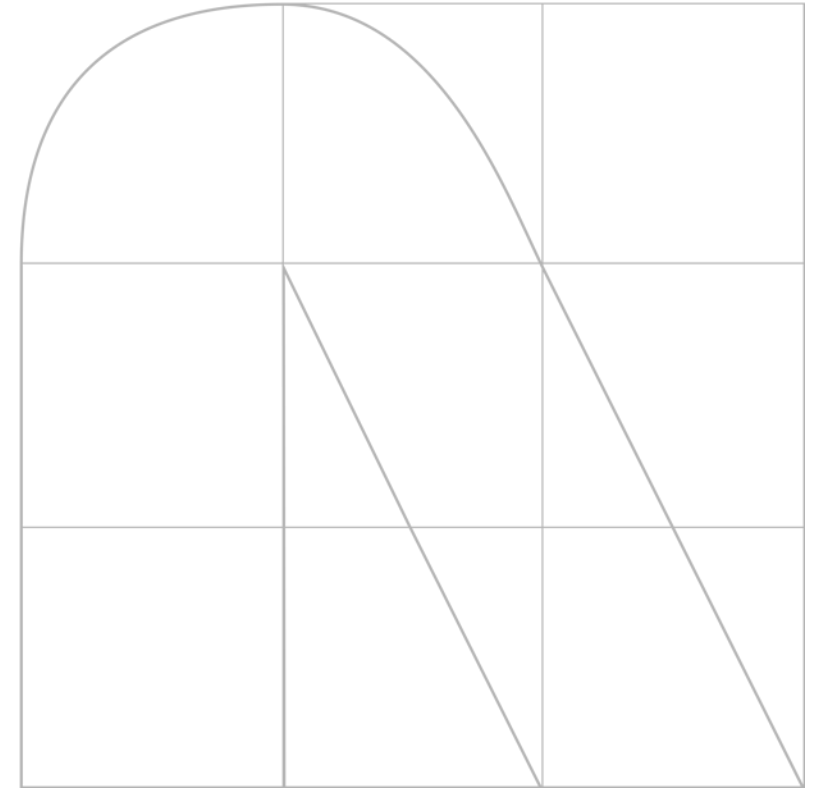
Generative AI Consulting
(Strategy 2)

Generative AI Asset Provision
(Strategy 3)

Control
of using
generative AI

3

Investment and Financial Strategies



Investment in Business Growth

Investment Profit
Contribution

FY2026-

Current MMP

Future MMP

(1) Strategic Investments

- Strengthen focused technologies and industries
- Develop next-generation businesses for mid-to long-term growth

(2) M&A

- Acquisition of digital-related capabilities
- Enhance presence by sales growth and expanding market share

(3) Data center investments

- Acquire market position based on high market growth and strong demands

FY2023

Estimated Annual Expenses

Actual Results for the First Half

Main Topics in H1

¥32.0 B

¥13.4 B

- Winning multiple projects by utilizing assets strengthened through the investment, such as Cloud and ADM.
- Expanded the asset distribution platform (Global Repository), making it possible to utilize the knowledge of 200,000 global employees across the Group.

¥2.0 B

No major M&A activity in the first half of the year, but the Company intends to pursue this in accordance with its policy.

¥350.0 B

¥137.2 B

- Study and secure strategic locations in anticipation of AI-related demand in advance
- Promote the introduction of new cooling solutions that can help reduce power consumption
- Demand for AI surges in both hyperscalers and enterprises

Make strategic investments to thoroughly enhance digital strengths toward achieving the sales and profit targets of the current MMP.

Execute M&A flexibly that helps acquire digital talents and capabilities to gain competitive advantages over current MMP and mid- to long-term.

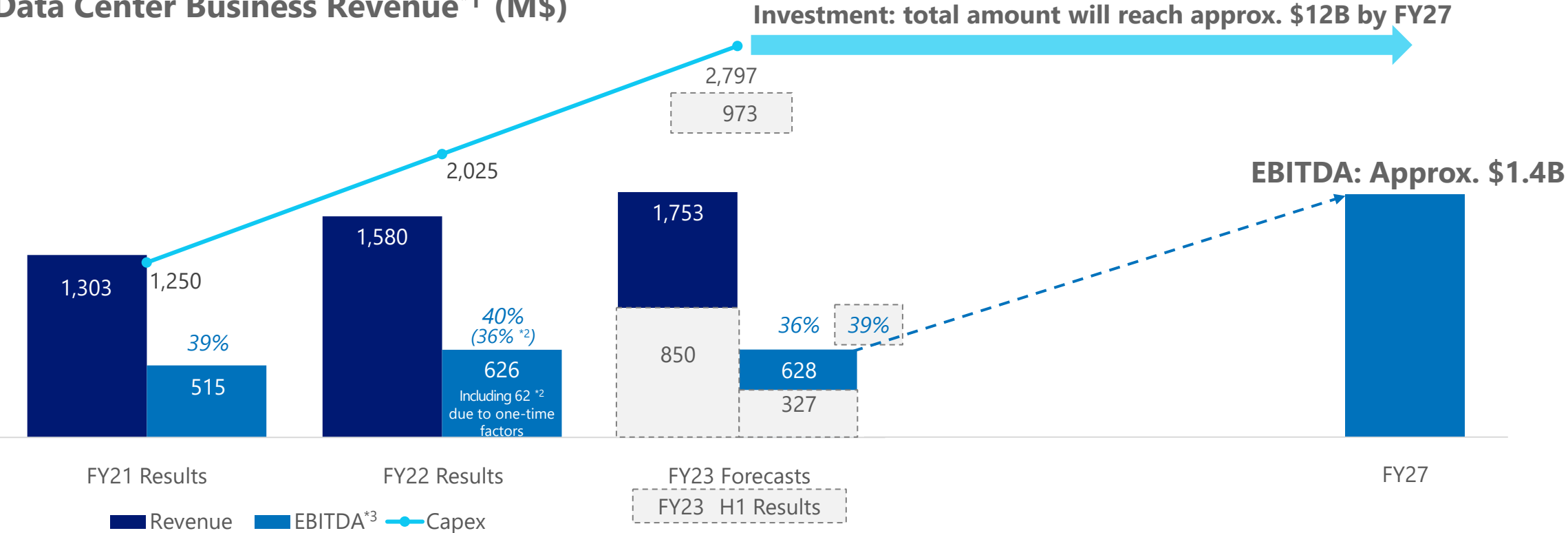
Make aggressive investments to strengthen our presence fueled by strong demands from HyperScalers. The business area that will significantly contribute to profits in the mid- to long-term.

Data Center Investment

The data center business takes time to contribute to profits, and EBITDA is expected to increase only slightly in the current fiscal year, but the company is aggressively investing in this market, which is expected to grow on the back of strong demand.

- The data center market size is expected to exceed \$150 billion by 2028, driven by additional growth in AI demand.
 - We will capitalize on our strength as a data center* provider to meet high power density demand and capitalize on strong demand.
- *The data center is designed to reduce power consumption through improved cooling technology for servers and other equipment, enabling the installation of more servers per rack.

Data Center Business Revenue*1 (M\$)



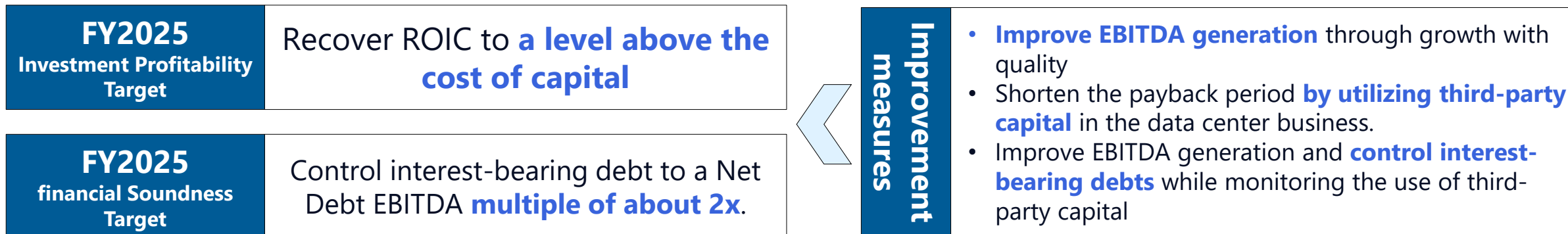
*1: These are the figures used in management accounting to calculate the income and expenses of the data center business division of NTT Ltd. Including intercompany transactions between NTT, the parent company, and our group, and calculated in a certain way, such as allocation of common expenses with other businesses of NTT Ltd.

*2: Transitory factors in FY2022 are due to build-to-suit transactions. Figures in parentheses exclude one-time factors.

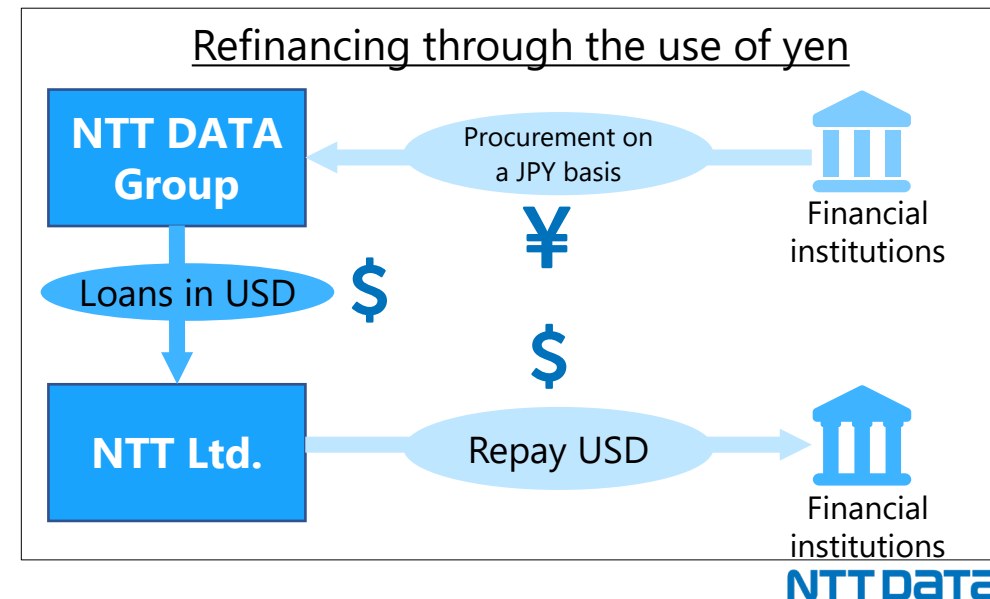
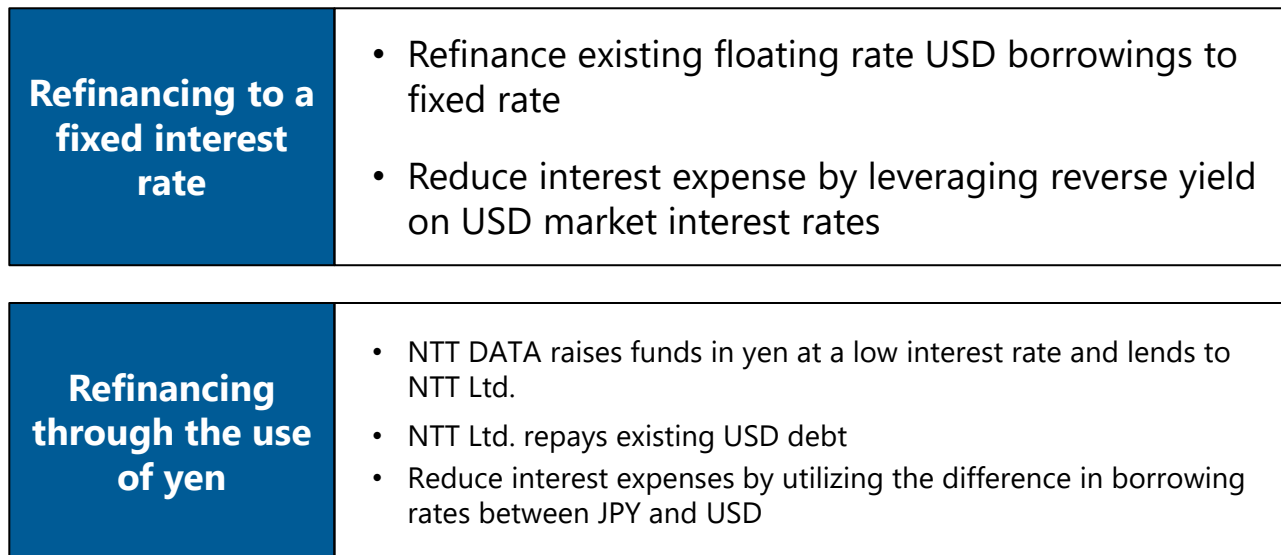
© 2023 *3: EBITDA excludes depreciation of property, plant and equipment and software, amortization of intangible assets related to acquisitions, and certain common head office costs.

Status of measures to improve investment profitability and financial soundness

Improvement measures are being considered and implemented to recover investment profitability and maintain financial soundness in FY2025.



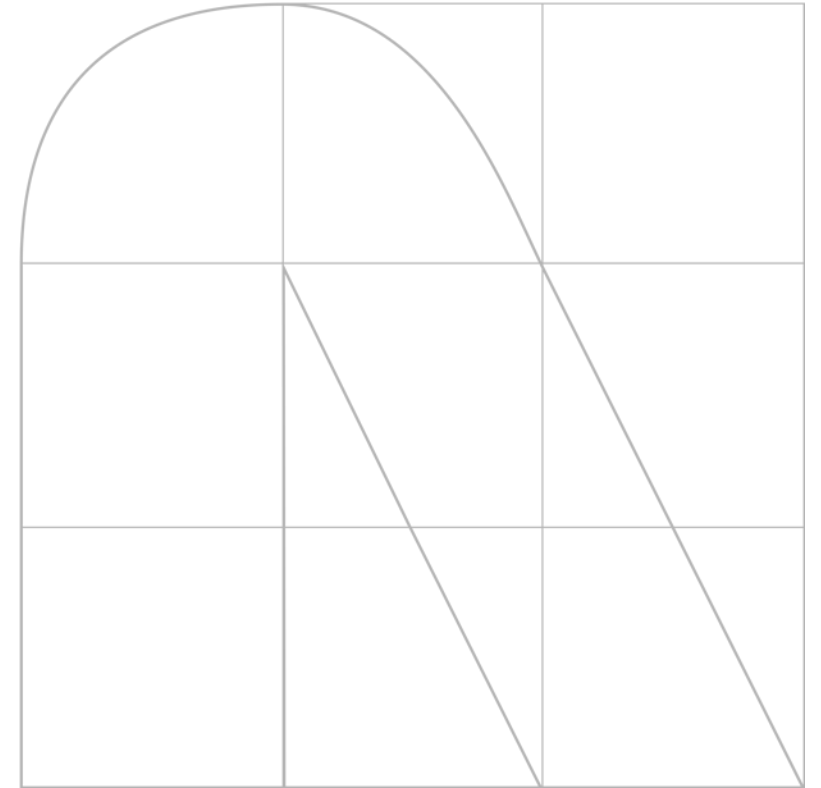
Apart from the medium-term improvement measures, measures to control the increase in interest expenses due to rising interest rates, especially for the US dollar, were implemented.



4

Appendices

- Explanatory details of financial results and forecasts -



[Ref.] Forecasts for the FYE3/2024 (after reclassification) – by Segment

The forecast for FY ending March 2024 has been implemented to reflect the change in segments in conjunction with the transition to a three-company structure in July 2023. Due to the addition of the Japan segment and the reclassification of Others, the forecasts for the whole Company, Public & Social Infrastructure, Financial Services, and Enterprise within the Japan segment, and the Overseas segment remain unchanged.

(Billions of yen)

		FYE3/2023 Results	FYE3/2024 Forecasts (after reclassification)	YoY (amount)	YoY (rate)	FYE3/2024 Initial Forecasts	
Japan	New Orders Received	1,445.2	1,484.0	+38.8	+2.7%	-	
	Net Sales	1,654.4	1,700.0	+45.6	+2.8%	-	
	Operating Income (Operating income margin)	169.9 (10.3%)	181.0 (10.6%)	+11.1 (+0.4P)	+6.5%	-	
Re-post	Public & Social Infrastructure	New Orders Received	495.7	520.0	+24.3	+4.9%	520.0
		Net Sales	635.9	665.0	+29.1	+4.6%	665.0
		Operating Income (Operating income margin)	68.6 (10.8%)	80.0 (12.0%)	+11.4 (+1.2P)	+16.5%	80.0 (12.0%)
	Financial	New Orders Received	486.6	520.0	+33.4	+6.9%	520.0
		Net Sales	662.2	692.0	+29.8	+4.5%	692.0
		Operating Income (Operating income margin)	68.8 (10.4%)	73.0 (10.5%)	+4.2 (+0.2P)	+6.1%	73.0 (10.5%)
	Enterprise	New Orders Received	404.3	390.0	-14.3	-3.5%	390.0
		Net Sales	505.2	550.0	+44.8	+8.9%	550.0
		Operating Income (Operating income margin)	51.4 (10.2%)	55.0 (10.0%)	+3.6 (-0.2P)	+7.0%	55.0 (10.0%)
	Overseas	Net Sales	1,880.4	2,436.0	+555.6	+29.6%	2,436.0
		E B I T A ^(*) (EBITA margin)	111.6 (5.9%)	145.0 (6.0%)	+33.4 (+0.0P)	+30.0%	145.0 (6.0%)
		Operating Income (Operating income margin)	81.6 (4.3%)	99.0 (4.1%)	+17.4 (-0.3P)	+21.3%	99.0 (4.1%)
Excl. NTT Ltd. (Ref) New Orders Received		1,267.7	1,341.0	+73.3	+5.8%	1,341.0	
Others	New Orders Received	12.6	25.0	+12.4	98.3%	79.0	
	Net Sales	-44.6	-36.0	+8.6	-19.3%	-243.0	
	Operating Income	7.6	12.0	+4.4	+58.6%	-15.0	

(*) EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others.

(*) Assumption of foreign exchange rate: USD 130 yen and EUR 141 yen

[Ref.] FYE3/2024 Forecasts - Breakdown of Overseas Business [No change]

(Billions of yen)

		FYE3/2023 Results	FYE3/2024 Forecasts ^(*3)	YoY (Amount)		YoY (Rate)
					Forex Effects	
Net Sales		1,880.4	2,436.0	+555.6	-85.9	+29.6%
Re-post	North America	594.3	577.0	-17.3	-24.0	-2.9%
	EMEA•LATAM	692.5	711.0	+18.5	+0.1	+2.7%
	NTT Ltd. ^(*2)	582.8	1,167.0	+584.2	-61.9	+100.3%
EBITA^(*1)		111.6 5.9%	145.0 6.0%	+33.4 +0.0P	-5.7	+30.0%
Re-post	North America	41.9 7.1%	44.0 7.6%	+2.1 +0.6P	-1.8	+5.0%
	EMEA•LATAM	29.9 4.3%	40.0 5.6%	+10.1 +1.3P	+0.0	+33.9%
	NTT Ltd. ^(*2)	39.8 6.8%	79.0 6.8%	+39.2 -0.1P	-3.9	+98.7%
(Ref.) New Orders Received		1,267.7	Excl. NTT Ltd. 1,341.0	+73.3	-22.7	+5.8%
Re-post	North America	468.0	547.0	+79.0	-22.8	+16.9%
	EMEA•LATAM	774.6	761.0	-13.6	+0.1	-1.8%

(*1) EBITA = operating income + amortization of intangible assets subject to purchase price allocation (PPA) arising from acquisition and others. (EBITA for FYE3/2024 Forecasts includes approx. 19 billion yen for overseas business integration expenses.)

(*2) The consolidation of NTT Ltd. effects for the full year FYE3/2024.

(*3) Foreign exchange rate assumptions: USD130 yen, EUR 141 yen

Overview of Consolidated Results

(Billions of yen, %)

	Six months ended September 30, 2022	Six months ended September 30, 2023	YoY (%)
New Orders Received ^(*1)	1,194.7	2,166.6	+81.4
Order Backlog ^(*1)	2,938.7	5,361.1	+82.4

	FYE 3/2023 Results (Full Year)	FYE 3/2024 Forecasts (Full Year)
	Excl NTT Ltd. 2,725.6	Excl. NTT Ltd. 2,850.0
	4,653.9	Excl. NTT Ltd. 2,960.0

Net Sales	1,371.4	2,078.5	+51.6
Cost of Sales	1,017.6	1,519.2	+49.3
Gross Profit	353.8	559.4	+58.1
SG&A Expenses ^(*2)	245.9	437.5	+77.9
Personnel Expenses	134.9	220.3	+63.4
Outsourcing Expenses	48.0	85.9	+78.9
Other Expenses	63.0	131.3	+108.3
Operating Income	107.9	121.9	+12.9
Operating Income Margin(%)	7.9	5.9	-2.0P
Financial Income and Costs/Shares of Profit/Loss of Entities for Using Equity Method	2.7	-26.3	-
Income Before Income Taxes	110.6	95.5	-13.6
Income Taxes and Others ^(*3)	37.9	42.5	+12.3
Net Income Attributable to Shareholders of NTT DATA	72.8	53.0	-27.1

	3,490.2	4,100.0
	2,567.9	2,993.0
	922.2	1,107.0
	663.1	815.0
	348.6	-
	136.3	-
	178.2	-
	259.1	292.0
	7.4	7.1
	-16.3	-52.0
	242.8	240.0
	92.8	96.0
	150.0	144.0

Capital Expenditures	88.2	252.3	+186.1
Depreciation and Amortization/Loss on Disposal of Property and Equipment and Intangibles ^(*4)	89.5	138.1	+54.3

	381.7	590.0
	223.1	278.0

(*1) New orders received includes NTT Ltd. from Q1 FYE3/2024. FYE3/2023 excludes the effect of expanded consolidation of NTT Ltd.

(*2) "SG&A Expenses" was reclassified according to nature.(reclassified from Q3 of FYE3/23)

(*3) "Income Taxes and Others" includes "corporate income taxes" and "net income attributable to non-controlling interests."

(*4) The figures for FYE 3/2020 and later are calculated excluding lease depreciation expenses.

Consolidated Net Sales

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

(Billions of Yen)

		Six months ended September 30, 2022	Six months ended September 30, 2023	FYE 3/2023 Results (Full Year)	FYE 3/2024 Forecasts (Full Year)
Japan		744.6	804.8	1,611.7	1,700.0
Re-post	Public & Social Infrastructure	218.8	250.4	523.1	553.0
	Central Government and Related Agencies, Local Government, and Healthcare	114.6	133.6	290.9	307.0
	Telecom and Utility	58.2	63.4	127.3	130.0
	Financial ^(*1)	270.8	275.6	552.1	597.0
	Major Financial Institutions	108.6	107.4	216.8	223.0
	Regional Financial Institutions, Cooperative Financial Institutions	82.7	86.6	173.0	177.0
	Financial Infrastructure/Network Services, Insurance	71.0	72.5	144.0	150.0
	Enterprise ^(*2)	219.4	242.3	459.5	484.0
	Distribution, Services, and Payments	93.2	-	194.1	-
	Manufacturing and Consulting	126.2	-	265.4	-
Manufacturing and Services	-	43.7	-	101.0	
Retail and Consumer Packaged Goods	-	53.3	-	103.0	
Consulting and Payments	-	145.3	-	280.0	
Overseas		621.1	1,266.6	1,866.1	2,436.0

Net Sales by Products and Services (to Clients Outside the NTT DATA Group)

Consulting	205.5	245.0	460.4	470.0
Integrated IT Solution	337.9	342.2	694.8	700.0
System & Software Development	323.2	345.4	717.6	730.0
Maintenance & Support	457.8	491.0	943.7	950.0
IT Infrastructure ^(*3)	-	275.3	278.5	505.0
Telecommunications Terminal and Network Equipment ^(*3)	-	317.1	299.6	650.0
Others	47.0	62.6	95.5	95.0
Net Sales by Products and Services Total	1,371.4	2,078.5	3,490.2	4,100.0

(*1) The Financial areas are reclassified.(The reclassification was made at the time of Q2/2022 results announcement.)

(*2) The Enterprise area was reclassified into "Manufacturing and Services" (automotive, machinery, transportation, etc.), "Retail and Consumer Packaged Goods" (distribution and retail, food, etc.) and "Consulting and Payments" from FY2023 Forecasts, following the reorganization in April 2023.

(*3)"IT Infrastructure" is the business operated by former NTT Ltd. and mainly consist of its managed services and data center businesses. "Telecommunications Terminal and Network Equipment" is the business operated by former NTT Ltd. and mainly consist of IT product sales and its maintenance services

Consolidated New Orders Received and Order Backlog

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

(Billions of Yen)

		Six months ended September 30, 2022	Six months ended September 30, 2023	FYE 3/2023 Results (Full Year)	FYE 3/2024 Forecasts (Full Year)
Japan	Public & Social Infrastructure	604.9	807.7	1,445.2	1,484.0
	Central Government and Related Agencies, Local Government, and Healthcare	235.3	364.8	495.7	520.0
	Telecom and Utility	114.0	246.5	259.8	283.0
	Financial ^(*1)	61.5	53.7	125.4	126.0
	Major Financial Institutions	171.3	238.6	486.6	520.0
	Regional Financial Institutions, Cooperative Financial Institutions	71.9	97.0	223.7	237.0
	Financial Infrastructure/Network Services, Insurance	57.4	89.2	163.6	180.0
	Enterprise ^(*2)	34.5	42.3	82.4	83.0
	Distribution, Services, and Payments	169.0	173.2	404.3	390.0
	Manufacturing and Consulting	46.9	-	127.9	-
	Manufacturing and Services	122.1	-	276.4	-
	Retail and Consumer Packaged Goods	-	35.4	-	85.0
	Consulting and Payments	-	46.3	-	95.0
Consulting and Payments	-	91.5	-	210.0	
Overseas ^(*3)	583.9	1,352.3	Excl. NTT Ltd. 1,267.7	Excl. NTT Ltd. 1,341.0	

Details of consolidated Order Backlog

Order Backlog		2,938.7	5,361.1	4,653.9	2,960.0
Japan	Public & Social Infrastructure	1,557.8	1,731.5	1,627.3	1,620.0
	Financial	601.7	680.1	562.5	533.0
	Enterprise	791.7	855.3	858.2	839.0
	Enterprise	136.6	167.2	181.6	208.0
Overseas ^(*3)	1,376.5	3,625.2	3,022.5	Excl. NTT Ltd. 1,336.0	

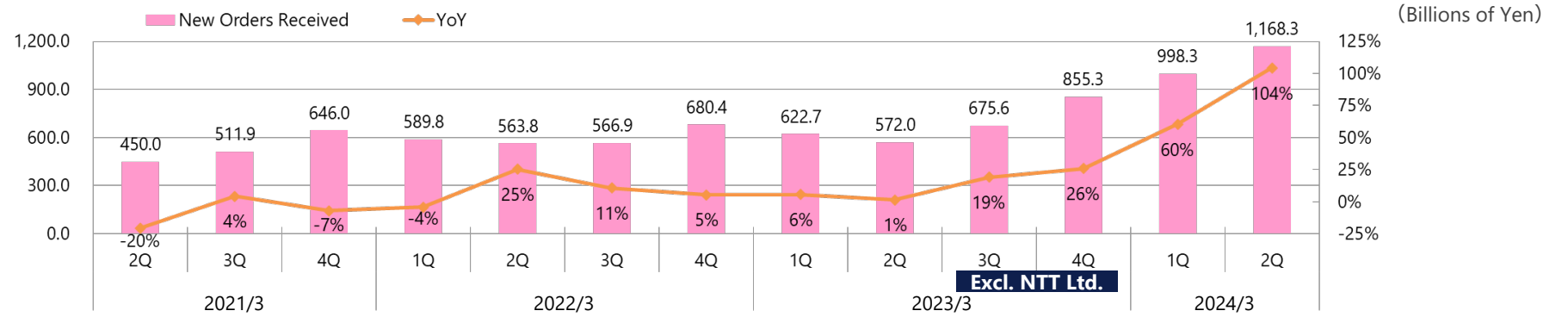
(*1) The Financial area was reclassified. (The reclassification has been made at the time of Q2 of FYE3/2023 result announcement.)

(*2) The Enterprise area was reclassified into "Manufacturing and Services" (automotive, machinery, transportation, etc.), "Retail and Consumer Packaged Goods" (distribution, retail, food, etc.) and "Consulting and Payments" from FY2023 Forecasts, following the reorganization in April 2023.

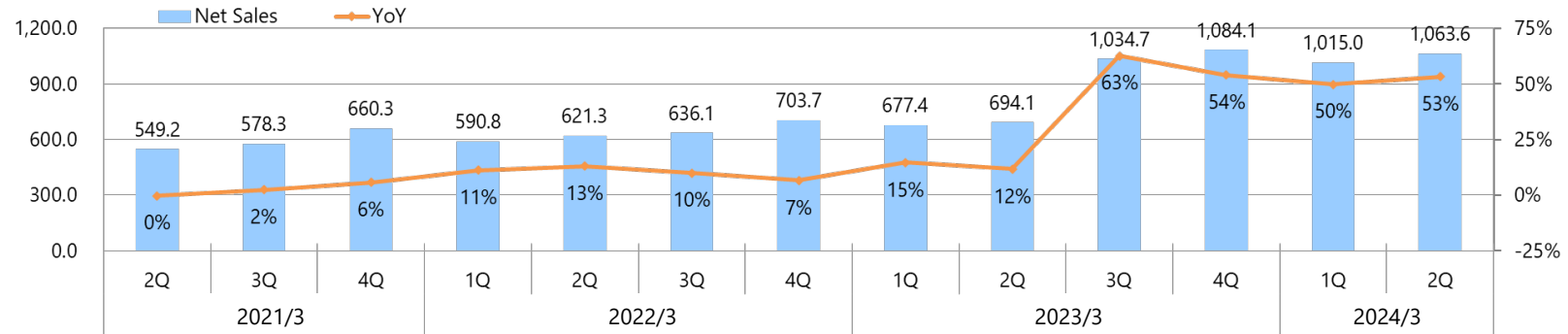
(*3) New orders received includes NTT Ltd. from Q1 FYE3/2024. FYE3/2023 excludes the effect of expanded consolidation of NTT Ltd.

Trends in Quarter (Consolidated)

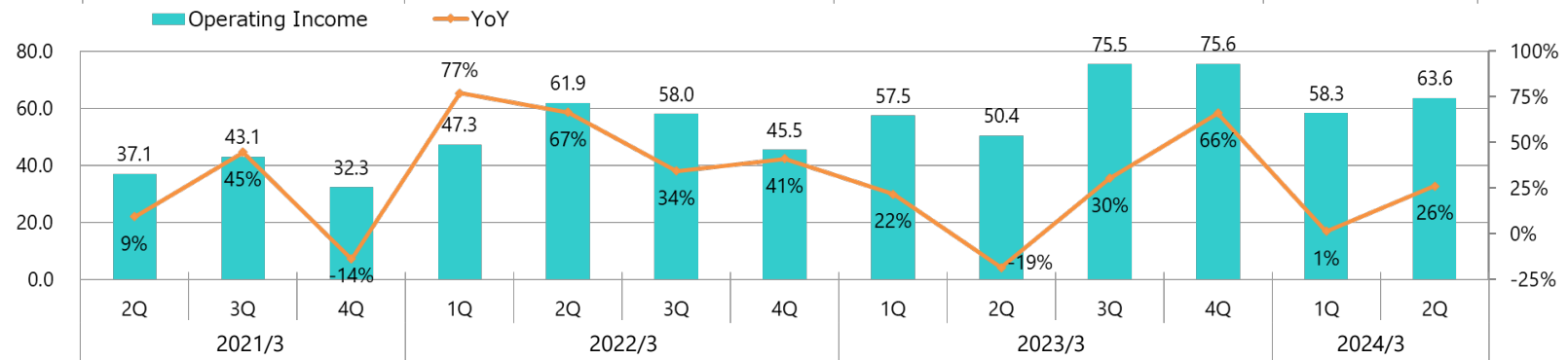
■ New Orders Received(*)



■ Net Sales



■ Operating Income



(*) 3Q and 4Q of FY2022 exclude the effect of scale expansion resulting from the consolidation of NTT Ltd. NTT Ltd. is included from FY2023.

Quarterly Consolidated Statement of Financial Position

Breakdown items are reposted information

(Billions of yen)

	As of March 31, 2023	As of September 30	Difference from the previous six-month period (amount)
Current assets	2,249.0	2,357.9	+109.0
Cash and cash equivalents	415.4	481.4	+66.0
Trade and other receivables	1,114.5	1,114.7	+0.3
Inventories	76.2	78.7	+2.4
Assets held for sale	48.7	64.2	+15.5
Non-current assets	3,909.2	4,354.4	+445.2
Property, plant and equipment	1,372.5	1,597.2	+224.7
Intangible assets	653.2	675.9	+22.7
Good will	1,133.6	1,259.3	+125.7
Deferred tax assets	225.0	251.5	+26.5
Total assets	6,158.2	6,712.4	+554.2

Current liabilities	1,804.3	1,988.8	+184.5
Trade and other payables	399.4	359.7	-39.8
Contract liabilities	417.9	450.3	+32.4
Bonds and borrowings	278.8	474.4	+195.6
Non-current liabilities	1,957.5	2,099.6	+142.1
Bonds and borrowings	1,453.0	1,557.2	+104.2
Lease liabilities	204.6	212.5	+7.9
Total liabilities	3,761.8	4,088.4	+326.6
Equity attributable to shareholders of NTT DATA	1,452.4	1,599.7	+147.3
Non-controlling interests	944.0	1,024.3	+80.3
Total equity	2,396.4	2,624.0	+227.6
Total liabilities and equity	6,158.2	6,712.4	+554.2

NTT DATA