



1+1=3

Business Opportunities in the global market

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NTT DATA, Inc.

Re-organization of global business

NTT DATA, Inc. from October 1st , 2022



Revenue
approx. \$18B

Employees
approx. 140k

Countries/Regions
50+

Provide Edge to Cloud services that leverage various client contact points & data to create new social PFs that transcend corporate & industry boundaries.



NTT DATA

SI capability mainly for consulting & AP services

Consulting through Foresight

Application

Data Intelligence

Cloud

Connectivity / Edge

Edge to Cloud

NTT Ltd. / NTT

Service operation in Edge to Cloud domain

The Power of Coming Together

NTT DATA

- Long-term client relationships
- Strong industry and technology expertise
- Consulting, DX, apps, and system integration services

NTT DATA

NTT

- Depth across data center & network infrastructure, systems integration and managed services
- Diverse client base (hyper scaler, enterprise, service providers)
- Serving ~190 countries

REVENUE
\$18B

EMPLOYEES
140,000

Short-term

- Provides a single point of client accountability
- Strengthens market position: size, offerings, client base and partnerships
- Expands our portfolio: edge-to-consulting
- Unifies go-to-market execution
- Increases cross- & up-sell opportunities

Longer-term

- Enhances career opportunities for employees
- Aligns investments: R&D, M&A, portfolio offerings, marketing, and joint pursuits
- Enables more agile & responsive decision-making regarding clients outside Japan
- Provides single channel for NTT Group innovations (e.g., Beyond 5G, IOWN, “Smart”)

← **Strengthens & aligns our business outside of Japan** →

Clients Receive Expertise from Both Sides

Clients example

NTT DATA

NTT Ltd.

City

Smart Solutions, Cloud Migration

Private 5G, Edge-aaS

Resort

M&A Services,
Infrastructure and Apps Migration

LAN/WAN

Bank

Technical Assessment,
Data Management

Managed Network Services,
Managed Cloud Infrastructure

NTT Group Value Propositions for the Post COVID-19

Emerging value propositions

Total Experience

Accelerate digital transformation to enhance client, user, and employee experience

Hyperautomation

Increase productivity by automating business processes under limited physical contact

Resiliency

Realize flexible and secure ICT infrastructure to absorb uncertainties

Use cases in NTT Group

- Safe Transit
- Patient/Payer Experience

- Self-care Portal, Tax Payment Platform
- Omnichannel

- Multi-Cloud, Datacenter, Edge service
- Hybrid Workplace

Customer reference : Myki/Victoria DoT

Before



Passengers do not have enough information of congestion on the public transportation

After



SERVICE/OFFERING

- Passenger Counting
- Occupancy Level / Analytics
- Real-time information displayed on passenger's smart phone and operator's dashboard

BENEFIT

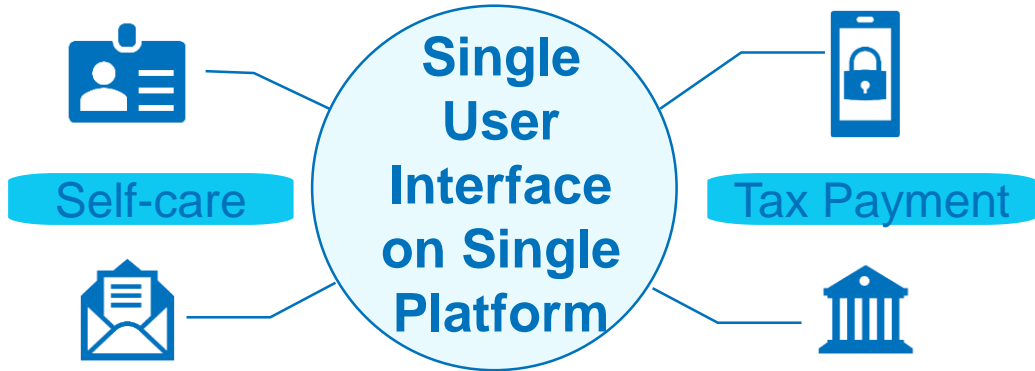
- **Congestion awareness** by passenger for public transportation
- **Operator efficiency** by real-time occupancy control

Before



Keen to have primary interface channel between public as well as private entities, their technological partners

After



All services can be provided through "digital" channel on a single platform

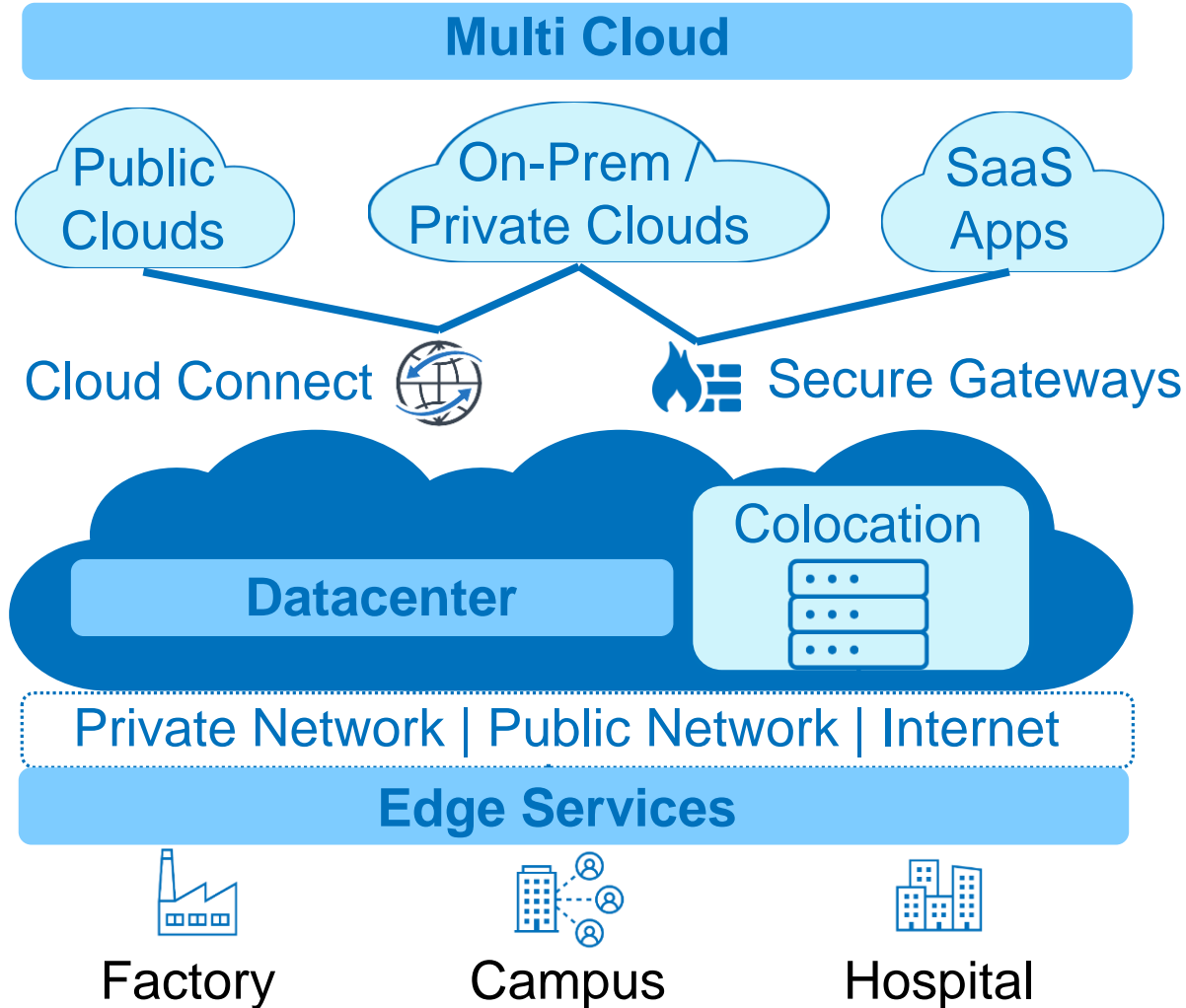
Customer reference : PagoPA

SERVICE/OFFERING

- A single platform with a single portal
- Centralization of authentication services for tax payment

BENEFIT

- **Productivity** by the automated integration of any product issued by PagoPA
- **Improvement for the use of tax tracking system** (Citizens can pay tax online/app, while public agencies can track all payments in a single platform)



SERVICE/OFFERING

- ICT Infrastructure environments across edge, network, cloud, datacenter to apps
- 360 observability for integrated monitoring

BENEFIT

- **Resilient ICT environment** to support data-driven business processes by Multi Cloud, Datacenter, and Edge service
- **Reduce overheads of managing systems and improve performance**

To realize Digital Infrastructure in the global market

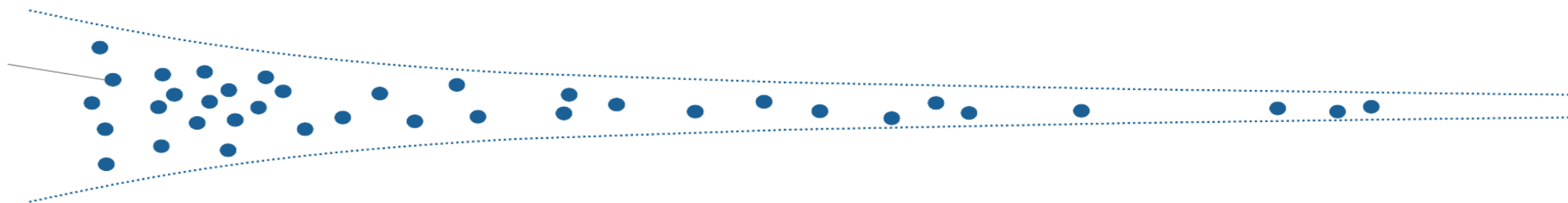
- ・インフラのデジタル化： デジタル技術を用いた、既存資産に対する課題解決
- ・デジタルのインフラ化： デジタル技術を通じた、新たな社会の仕組みの創造

	インフラのデジタル化	デジタルのインフラ化
目的	課題解決	価値創造
技術利用	デジタル技術をビジネスプロセスに活用し、効率化・コスト削減付加価値の向上を実現	デジタル技術をビジネス・モデルの創出に活用し、新たな事業やサービスを生み出す
形態	単独・垂直統合 (効率・生産性)	エコシステム (多様性・共生関係)
実現のための視点	要素技術 ・AI、Block Chain、IoT、Cloud、Big Data、RPA、Robot	サービスモデル ・Sharing service、Subscription、Design matching

サービスの創出

デジタルインフラの実現

サービス



課題

- 魅力的なサービスが出ない

- 新たなデジタルインフラが育たない

解決の
方向性

- ユースケースの明確化
- 数多く創出することに注力

- 競争の中でデータプラットフォームを構築

要望

- 失敗許容文化の意識的醸成
(特に、ITサービスにおいて)
- セーフティネットの構築
→大企業内起業 (補助金拡充等)

- 政府資産の有効活用
→OSS化・R&D成果等
- データの民主主義
→データのオープン化

海外への参入

海外における持続的発展

方針

- 顧客とソリューションを共創
(ソリューションのローカル化、カスタマイズ)

- エコシステムの中でイノベーションを推進

課題

- 顧客、パートナーとの共創 (現地PJへの参画機会)
 - 能力やテクノロジー
 - 現地への長期コミットメント
 - 地域コミュニティや経済への貢献
- 「実績+ 他国への転用」の実績

- エコシステム内の主要な一員としての貢献
 - 同じ「言語」や「プロトコル」で会話
 - 共創文化の醸成
- ブランド確立

要望

- 海外政府とのコミュニケーション支援
(海外コミュニティへの貢献機会等の支援)
- 海外拠点展開、維持に関する税制優遇等の措置

- 海外におけるR&Dやイノベーションの促進、援助
 - アカデミアとの共同研究
 - 業界団体等への加入に関する支援、情報共有
- ブランド確立のための支援