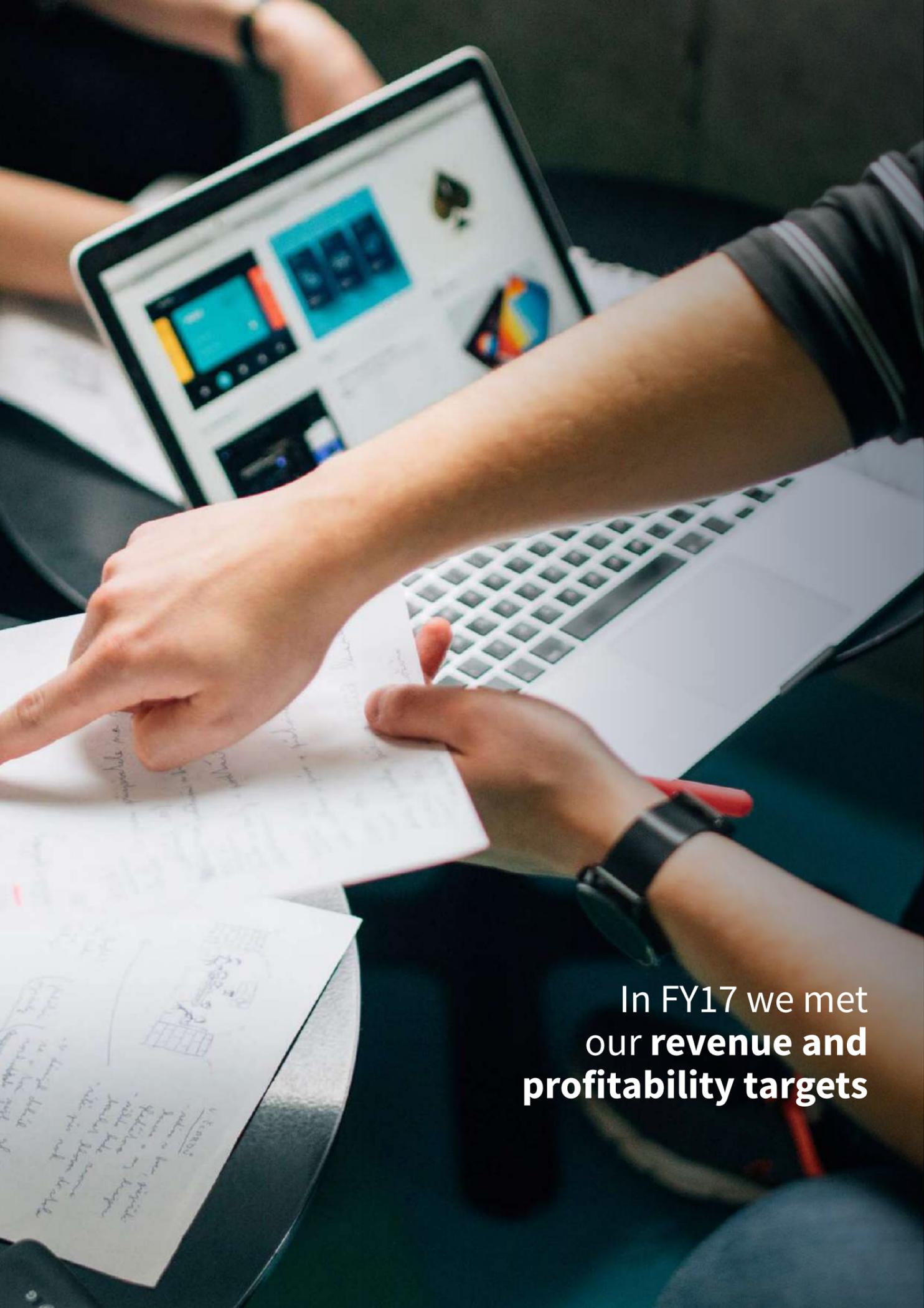




Profit

We don't only measure our success in terms of our financial profit, but also how we're innovating to deliver the right outcomes for our clients.



In FY17 we met
our **revenue and**
profitability targets

Profit

We're focused on building a profitable, sustainable business, while continuing our investment in innovation to find new and flexible ways to deliver services to our clients.

FY17 was the last year that we ended our financial year in September. We then ran a short half year period from October 2017 to the end of March 2018 to align with the NTT financial year. From 2018 our new financial year will be 1 April to 31 March 2019.



In FY17 we delivered both our revenue and profitability targets. During our HY18 six-month sprint, we continued to focus on our profitability, once again achieving both our revenue and profitability targets.

None of this would have been possible without the fact that our clients see value in what we do, and the energy and passion of our great people.

None of this would have been possible without the fact that our clients see value in what we do, and the energy and passion of our great people.

FY17 financial review

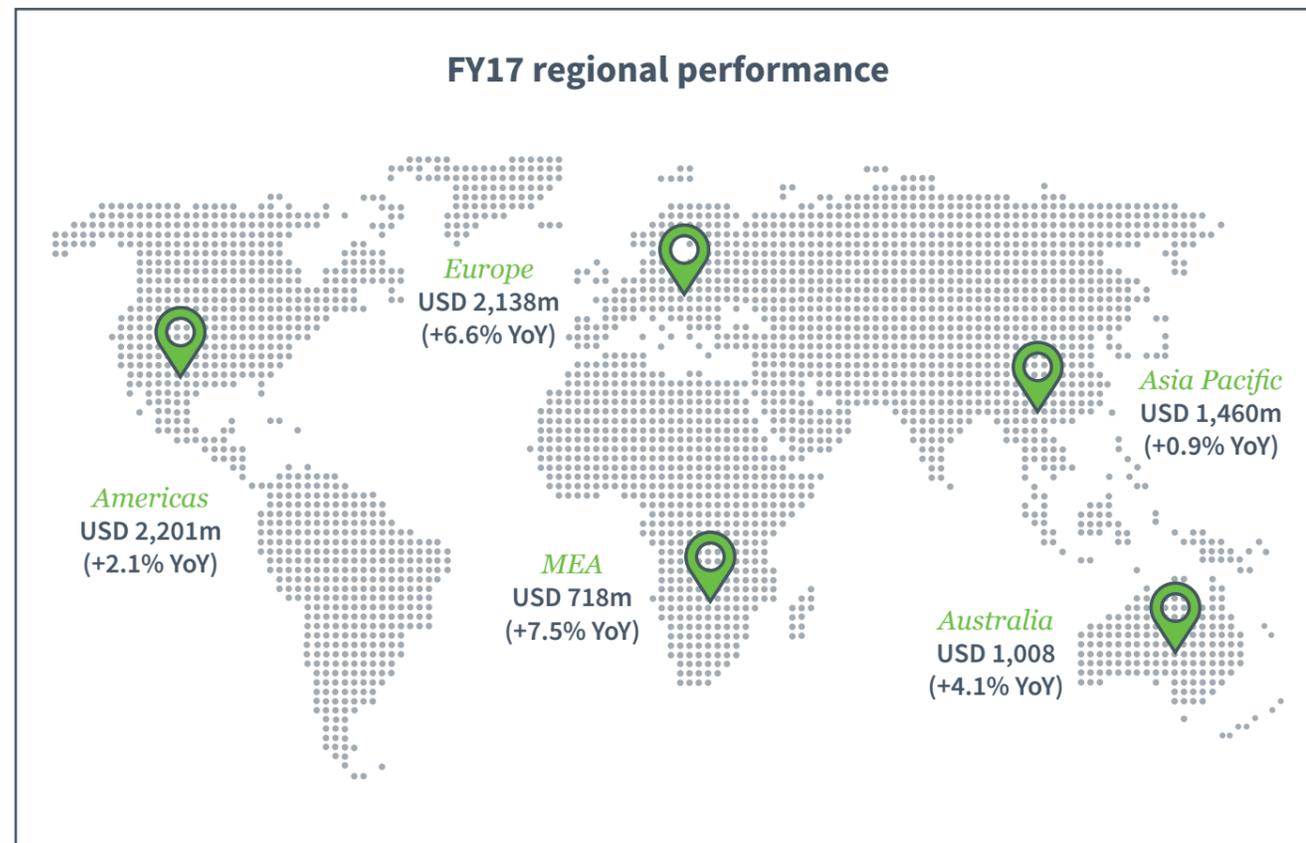
Our 2017 financial year proved to be successful, reaching an all-time high, delivering USD 8bn revenue as well as a significant upturn in profitability.

For the first time Dimension Data reached USD 8 billion in turnover, as well as a significant upturn in profitability.

Our regions delivered exceptional growth, with Australia and Middle East & Africa delivering growth of more than 150% in operating profit over the 2017 financial year. Our Asia Pacific and European operations also continued to grow above market rates.

Strategically, our focus remains on expanding managed services, while protecting and growing our core business. In FY17 our managed services business was our second largest contributor to group revenue after networking.

We've had a number of operational highlights in FY17, including the opening of Global Delivery Centres in Bangalore and Prague. These centres are at the heart of building a client-centric organisation, focused on standardising constantly improving our client experience.



HY18 performance

From October 2017 to the end of March 2018, we had a short six-month period in order to align our financial year with that of our parent company, NTT.

Key highlights



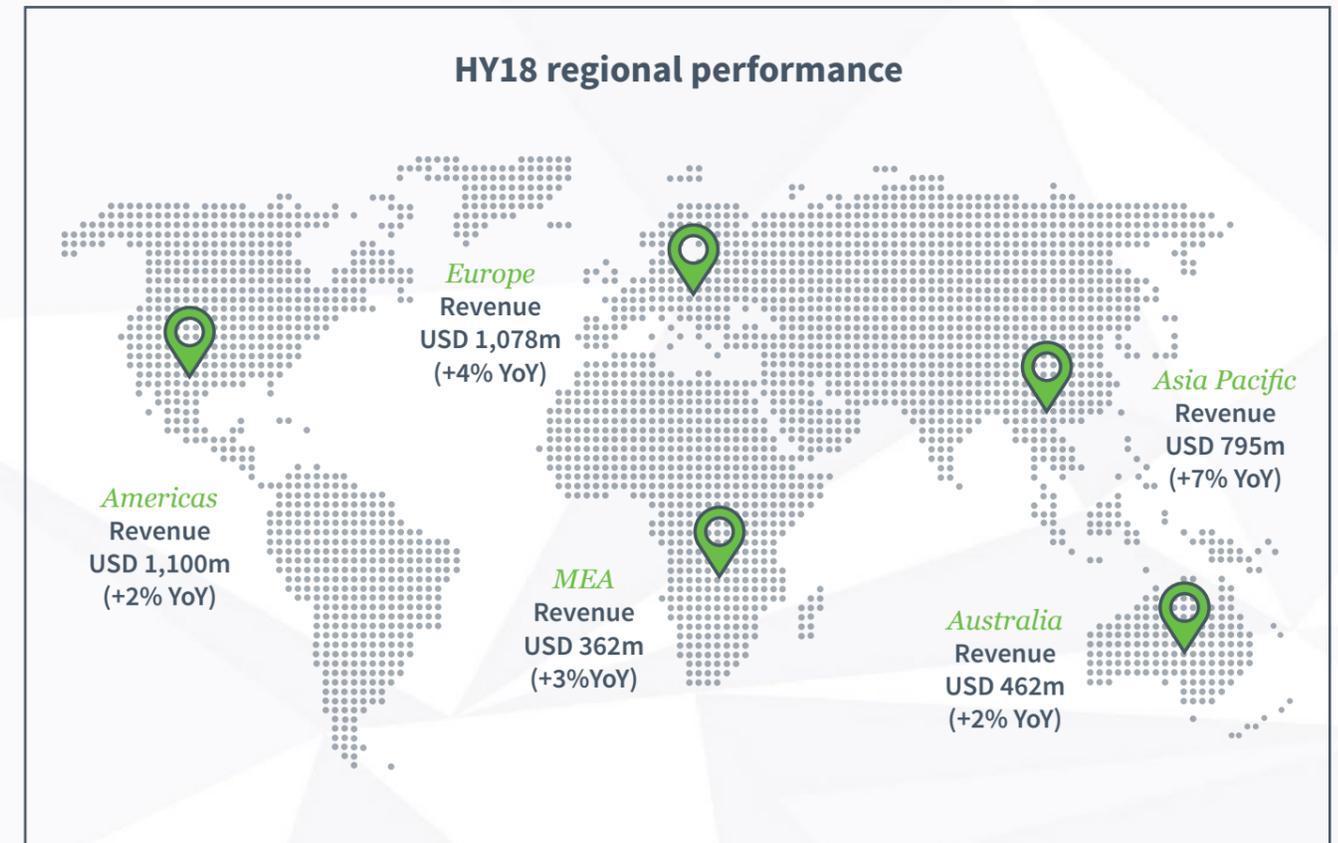
Achieved 100% of our global targets



Significant growth in profitability



Five new acquisitions to bolster our capabilities



NTT Group FY2017 highlights

*Both operating revenues and operating income increased.
Record levels of operating revenues, operating income,
and net income.*

HY18 portfolio performance



Networking

Revenue
USD 1,930m (+4.7% YoY)



Customer Experience & Digital Workplace

Revenue
USD 707m (-1.7% YoY)



Security

Revenue
USD 526m (+12.4% YoY)



Data Centre

Revenue
USD 444m (+8.4% YoY)



Digital

Revenue
USD 122m (+0.3% YoY)



Services

Revenue
USD 1,765m (+12.9% YoY)

We don't only measure our success in terms of our financial profit, but also how we're innovating to deliver the right outcomes for our clients.

Status of consolidated financial results

(April 1, 2017 - March 31, 2018)



Operating revenues:

¥11,799.6 billion (increase of ¥408.6 billion [3.6%] year-on-year)



Operating income:

¥1,642.8 billion (increase of ¥103.1 billion [6.7%] year-on-year)



Net income¹:

¥909.7 billion (increase of ¥109.6 billion [13.7%] year-on-year)

[¥859.7 billion² (increase of ¥59.6 billion [7.4%] year-on-year)]



Earnings per share:

¥455.78 (increase of ¥64.84 [16.6%] year-on-year)

[¥430.73² (increase of ¥39.79 [10.2%] year-on-year)]



Overseas sales:

¥19.51 billion (increase of ¥2.62 [15.5%] year-on-year)



Overseas operating income³:

¥1.01 billion (increase of ¥0.22 billion [28.2%] year-on-year)

¹ Net income represents net income attributable to NTT, excluding noncontrolling interests.

² Excludes the effects of the arbitration award received from Tata Sons Limited.

³ Operating income excludes temporary expenses, such as M&A-related depreciation costs of intangible fixed assets.

Continued focus on innovation

As part of our goal to provide our clients with access to the latest technology, we made five strategic venture capital investments in the past year.

The investments in Mist Systems, ShieldX, Highfive, e2y, and Millennium 1 Solutions bolster our capabilities in four key areas of our business: cybersecurity, customer experience (CX), digital workplace, and digital business solutions.



Highfive is opening up the world of high-quality, affordable videoconferencing to all companies. The organisation provides the hardware, software, and services necessary to connect teams irrespective of where they are.



ShieldX Networks' APEIRO platform is the industry's first full microservices-based cloud security platform. It provides a network-based security solution that offers organisations automated and on-demand enterprise-grade security, across multiple environments from a single point at multi-cloud scale.



Mist Systems is uniquely placed to lead in AI-driven networks with the world's first self-learning Wireless LAN, which automates wireless operations, minimises costs, and provides unprecedented insight into user experience.



e2y is an expert in platform adoption and integration, which enables digital commerce by changing the mechanics of trade through technology to enhance the user experience and generate incremental growth for its clients' commerce platforms.



Millennium1 Solutions is a leading Business Process Outsourcing (BPO) solution provider. Millennium's expertise in providing contact centre, credit card, and back office and administration services across the financial services, insurance, and retail sectors, optimises the customer experience.

As part of our goal to provide our clients with access to the latest technology we made five strategic venture capital investments in the past year.

Industry and partner recognition

Our relationship with our partners is vital to our continued success.

Partners

Over the past year we've been recognised with a number of awards and certifications from our partners.



24 Cisco Partner Summit awards



Dell EMC Titanium Global Alliance Cloud Service Provider and Services Delivery Partner of the Year APJ



Global Premium supplier of SAP HANA Enterprise Cloud and recently SAP-certified provider of Application Management Services



Managed services partner for Microsoft



Won 3 out of 4 cross-sell awards at NTT Presidents meeting



Modern Workplace Transformation Partner of the Year for Microsoft

Analysts

We engage actively with the analyst community to ensure we're able to help our clients understand the range of services that we provide.

Over the past year we've been rated by a number of analyst firms both individually and as part of the larger NTT Group.

Some of these include:



Named 2017 Global Systems Integration Company of the Year by Frost & Sullivan



Challenger in Ovum's Decision Matrix: Asia-Pacific Infrastructure Cloud Services, 2016-2017



Major Contender in Everest Group's PEAK Matrix for Hosted Private Cloud Services



Strong Performer in The Forrester Wave for Managed Security Services Providers, North America (as part of NTT)



Leader in IDC's MarketScape: Worldwide Network Consulting Services 2017 Vendor Assessment (as part of NTT)



NTT was ranked as a challenger in Gartner's Magic Quadrant for Managed Security Services, Worldwide