

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2005

Commission File Number 001-00395

NCR CORPORATION

(Exact name of registrant as specified in its charter)

Maryland
(State or other jurisdiction of
incorporation or organization)

31-0387920
(I.R.S. Employer
Identification No.)

1700 South Patterson Blvd.
Dayton, Ohio 45479
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (937) 445-5000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant is an accelerated filer (as defined by Rule 12b-2 of the Act): Yes No

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.): Yes No

Number of shares of common stock, \$0.01 par value per share, outstanding as of October 31, 2005, was approximately 183.6 million.

TABLE OF CONTENTS

<u>Description</u>	<u>Page</u>
PART I. Financial Information	
Item 1. Financial Statements	
Condensed Consolidated Statements of Operations (Unaudited) Three and Nine Months Ended September 30, 2005 and 2004	3
Condensed Consolidated Balance Sheets (Unaudited) September 30, 2005 and December 31, 2004	4
Condensed Consolidated Statements of Cash Flows (Unaudited) Nine Months Ended September 30, 2005 and 2004	5
Notes to Condensed Consolidated Financial Statements	6
Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations	17
Item 3. Quantitative and Qualitative Disclosures about Market Risk	29
Item 4. Controls and Procedures	31
PART II. Other Information	
Item 1. Legal Proceedings	31
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds	31
Item 4. Submission of Matters to a Vote of Security Holders	32
Item 5. Other Information	32
Item 6. Exhibits	32
Signatures	34
Exhibits	

[Table of Contents](#)**Part I. Financial Information****Item 1. FINANCIAL STATEMENTS****CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(Unaudited)

In millions, except per share amounts

	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Product revenue	\$ 806	\$ 762	\$ 2,246	\$ 2,151
Service revenue	692	692	2,065	2,045
Total revenue	1,498	1,454	4,311	4,196
Cost of products	512	489	1,445	1,377
Cost of services	550	570	1,663	1,709
Selling, general and administrative expenses	267	278	790	832
Research and development expenses	57	58	174	174
Total operating expenses	1,386	1,395	4,072	4,092
Income from operations	112	59	239	104
Interest expense	5	6	17	17
Other income, net	(3)	(4)	(7)	(15)
Income before income taxes	110	57	229	102
Income tax (benefit) expense	(112)	13	(150)	(59)
Net income	\$ 222	\$ 44	\$ 379	\$ 161
Net income per common share				
Basic	\$ 1.20	\$ 0.24	\$ 2.04	\$ 0.86
Diluted	\$ 1.18	\$ 0.23	\$ 1.99	\$ 0.84
Weighted average common shares outstanding				
Basic	184.9	186.7	185.8	188.0
Diluted	188.7	190.4	190.1	191.6

See Notes to Condensed Consolidated Financial Statements.

Per share amounts reflect a two-for-one stock split effective on January 21, 2005.

CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited)

In millions, except per share amounts

	September 30 2005	December 31 2004
Assets		
Current assets		
Cash and cash equivalents	\$ 740	\$ 750
Accounts receivable, net	1,270	1,304
Inventories, net	395	355
Other current assets	216	224
Total current assets	2,621	2,633
Reworkable service parts and rental equipment, net	225	224
Property, plant and equipment, net	403	446
Goodwill	123	124
Prepaid pension cost	1,338	1,446
Deferred income taxes	418	372
Other assets	306	309
Total assets	\$ 5,434	\$ 5,554
Liabilities and stockholders' equity		
Current liabilities		
Short-term borrowings	\$ 2	\$ 2
Accounts payable	487	492
Payroll and benefits liabilities	280	328
Deferred service revenue and customer deposits	430	407
Other current liabilities	467	495
Total current liabilities	1,666	1,724
Long-term debt	306	307
Pension and indemnity plan liabilities	489	517
Postretirement and postemployment benefits liabilities	250	244
Income taxes	315	492
Other liabilities	157	166
Minority interests	20	18
Total liabilities	3,203	3,468
Commitments and contingencies (Note 9)		
Stockholders' equity		
Preferred stock: par value \$0.01 per share, 100.0 shares authorized, no shares issued and outstanding at September 30, 2005 and December 31, 2004, respectively	—	—
Common stock: par value \$0.01 per share, 500.0 shares authorized, 183.7 and 186.6 shares issued and outstanding at September 30, 2005 and December 31, 2004, respectively	2	2
Paid-in capital	832	1,030
Retained earnings	1,368	989
Accumulated other comprehensive income	29	65
Total stockholders' equity	2,231	2,086
Total liabilities and stockholders' equity	\$ 5,434	\$ 5,554

See Notes to Condensed Consolidated Financial Statements.

2004 shares issued reflect a two-for-one stock split effective on January 21, 2005.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
In millions

	Nine Months Ended September 30	
	2005	2004
Operating activities		
Net income	\$ 379	\$ 161
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	189	204
Deferred income taxes (exclusive of settlement)	—	2
Income tax settlement (Note 6)	(201)	(85)
Other adjustments to income, net	1	—
Changes in assets and liabilities:		
Receivables	39	91
Inventories	(40)	(83)
Current payables	(20)	(26)
Deferred service revenue and customer deposits	23	12
Employee severance and pension	46	21
Other assets and liabilities	(48)	(56)
Net cash provided by operating activities	368	241
Investing activities		
Purchases of short-term investments	—	(20)
Proceeds from sales and maturities of short-term investments	—	20
Net expenditures and proceeds for reworkable service parts	(66)	(65)
Expenditures for property, plant and equipment	(50)	(55)
Proceeds from sales of property, plant and equipment	7	8
Additions to capitalized software	(57)	(63)
Other investing activities, net	2	(43)
Net cash used in investing activities	(164)	(218)
Financing activities		
Purchases of Company common stock	(320)	(271)
Short-term borrowings, net	—	1
Cash received from real estate transaction	—	50
Proceeds from employee stock plans	117	136
Net cash used in financing activities	(203)	(84)
Effect of exchange rate changes on cash and cash equivalents	(11)	(3)
Decrease in cash and cash equivalents	(10)	(64)
Cash and cash equivalents at beginning of period	750	639
Cash and cash equivalents at end of period	\$ 740	\$ 575

See Notes to Condensed Consolidated Financial Statements.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. BASIS OF PRESENTATION

The accompanying Condensed Consolidated Financial Statements have been prepared by NCR Corporation (NCR, the Company, we or us) without audit pursuant to the rules and regulations of the U.S. Securities and Exchange Commission (SEC) and, in the opinion of management, include all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of the consolidated results of operations, financial position, and cash flows for each period presented. The consolidated results for the interim periods are not necessarily indicative of results to be expected for the full year. These financial statements should be read in conjunction with NCR's Form 10-K for the year ended December 31, 2004.

During the preparation of the Annual Report on Form 10-K for the year ended December 31, 2004, the Company concluded that it was appropriate to classify our auction rate securities as short-term investments. Previously, such investments had been classified as cash and cash equivalents. The Company held \$50 million of auction rate securities at September 30, 2004 and at December 31, 2003, but had no such holdings at September 30, 2005 and at December 31, 2004. Accordingly, the classification in the Condensed Consolidated Statement of Cash Flows for the nine months ended September 30, 2004, has been revised to report proceeds from sales of short-term investments of \$20 million and purchases of short-term investments of \$20 million in separate line items as investing activities rather than as cash and cash equivalents. Also in the Condensed Consolidated Statement of Cash Flows for the nine months ended September 30, 2004, the beginning and ending balance of cash and cash equivalents were reduced by \$50 million to reflect this change in classification. This change in classification does not affect previously reported cash flows from operations or from financing activities, or our previously reported Condensed Consolidated Statements of Operations.

Certain prior year amounts have been reclassified to conform to the 2005 presentation.

2. SUPPLEMENTAL FINANCIAL INFORMATION

<i>In millions</i>	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Comprehensive Income				
Net income	\$ 222	\$ 44	\$ 379	\$ 161
Other comprehensive income, net of tax:				
Unrealized gain (loss) on securities	3	(1)	2	1
Unrealized gain (loss) on derivatives	—	(1)	19	7
Currency translation adjustments	—	(6)	(57)	4
Total comprehensive income	\$ 225	\$ 36	\$ 343	\$ 173

<i>In millions</i>	September 30 2005	December 31 2004
Inventories		
Work in process and raw materials	\$ 103	\$ 97
Finished goods	292	258
Total inventories, net	\$ 395	\$ 355

3. NEW ACCOUNTING PRONOUNCEMENTS

Statement of Financial Accounting Standards No. 123 (revised 2004) In December 2004, the Financial Accounting Standards Board (FASB) issued SFAS No. 123 (revised 2004), "Share-Based Payment" (SFAS 123R). SFAS 123R requires that all share-based payments to employees, including grants of stock options, be recognized in the financial statements based on their fair value beginning with the first interim or annual reporting period that begins after June 15, 2005. In March 2005, the SEC issued Staff Accounting Bulletin No. 107 (SAB 107) regarding the SEC Staff's interpretation of SFAS 123R and provides the Staff's views regarding interactions between SFAS 123R and certain SEC rules and regulations and provides interpretations of the valuation of share-based payments for public companies. In April 2005, the SEC amended Regulation S-X to amend the date for compliance with SFAS 123R so that each registrant (that is not a small business issuer) will be required to prepare financial statements in accordance with SFAS 123R beginning with the first interim reporting period for the registrant's first fiscal year beginning on or after June 15, 2005. The Company plans to adopt SFAS 123R beginning in

[Table of Contents](#)

2006. The Company is currently evaluating the requirements of SFAS 123R and SAB 107 to determine the fair value method to measure compensation expense, the appropriate assumptions to include in the fair value model and the transition method to use upon adoption. While the expense impact cannot be precisely estimated at this time, the Company believes its stock compensation expense for 2006 to be in the range of 8 to 10 cents per share after tax.

FASB Staff Position No. FAS 143-1 In June 2005, the FASB issued FSP No. FAS 143-1, *Accounting for Electronic Equipment Waste Obligations* (FSP 143-1). FSP 143-1 clarifies the accounting for obligations associated with Directive 2002/96/EC on Waste Electrical and Electronic Equipment (the "WEEE Directive") adopted by the European Union (EU). The WEEE Directive directs EU-member countries to adopt legislation to regulate the collection, treatment, recovery and environmentally sound disposal of electrical and electronic waste equipment. The WEEE Directive concludes that commercial users are obligated to retire, in an environmentally sound manner, specific assets that qualify as historical waste (purchased August 13, 2005 and before). FSP 143-1 requires commercial users to apply the provisions of SFAS 143, *Accounting for Asset Retirement Obligations*, and the related FIN 47, *Accounting for Conditional Asset Retirement Obligations*, when establishing the commercial user liability. The provisions of FSP 143-1 are effective the later of the first reporting period ending after June 8, 2005, or the date of the adoption of the law by the applicable EU-member country. As a result of adopting FSP 143-1, the Company recorded an immaterial net charge in the third quarter for assets owned by the Company.

Our liability as a producer is not covered by FSP 143-1. For products placed on the market after August 13, 2005, the Company will record a non-current accrued liability. The amount recorded in the third quarter of 2005 was immaterial to our results of operations. However, we do expect this accrual to increase as more products are placed on the market.

4. RESTRUCTURING AND REAL ESTATE TRANSACTIONS

During the fourth quarter of 2002, in connection with announced restructuring efforts, NCR's management approved a real estate consolidation and restructuring plan designed to accelerate the Company's re-engineering strategies. A pre-tax restructuring charge of \$8 million was recorded in the fourth quarter of 2002 under EITF Issue No. 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity," to provide for contractual lease termination costs. In addition, a pre-tax charge of \$8 million was recorded in the fourth quarter of 2002 under EITF Issue No. 94-3 to provide for other lease buy-outs and other real estate consolidation costs. The combined balance of these recorded liabilities at December 31, 2004, was \$6 million. The Company reviews these reserves on a quarterly basis to determine whether the reserves are adequate based on current market conditions. In the third quarter, based on our quarterly assessment, the reserves were increased by \$6 million. The increase was taken to account for the anticipated vacant periods, free rent and loss on subleases that are expected based on current market conditions. During the first nine months of 2005, the Company utilized \$3 million of the reserves. The remaining lease obligations will expire over various dates through 2015. The remaining balance of these recorded liabilities on September 30, 2005 was \$9 million.

For the nine months ending September 30, 2005, the Company recognized \$12 million of after-tax gains from the disposal of real estate. The net book value of the properties was \$10 million. For the sale of one of these properties, the Company received proceeds of \$5 million in cash at the closing and a note receivable for the balance. The upfront cash payment is reflected in the Condensed Consolidated Statements of Cash Flows under investing activities. The balance of \$20 million is payable in equal annual installments plus interest over the next four years.

During the first quarter of 2004, the Company executed a sale-leaseback transaction for property owned in Japan. Due to the terms of the leaseback, the transaction was treated as a financing. Accounting for this transaction required that the \$50 million of proceeds be treated as an obligation of the Company until we vacated the property. The cash received from the buyer of \$50 million was classified in financing activities in the Condensed Consolidated Statement of Cash Flows for the nine months ended September 30, 2004.

5. OTHER INTANGIBLE ASSETS

NCR's other intangible assets, reported under Other Assets in the Condensed Consolidated Balance Sheets, which were specifically identified when acquired, are deemed to have finite lives and are being amortized over original periods ranging from two to ten years. The gross carrying amount and accumulated amortization for NCR's other intangible assets were as follows:

<i>In millions</i>	September 30, 2005		December 31, 2004	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Other Intangible Assets				
Patents	\$ 14	\$ (13)	\$ 14	\$ (12)
Intellectual Property	40	(11)	28	(7)
Total other intangible assets	\$ 54	\$ (24)	\$ 42	\$ (19)

[Table of Contents](#)

The increase in the intellectual property since December 31, 2004 is primarily due to the purchase of intellectual property licenses from various vendors.

The aggregate amortization expense (actual and estimated, in millions) for other intangible assets for the following periods is:

For the nine months ended September 30, 2005	For the year ended (estimated)				
	December 31, 2005	December 31, 2006	December 31, 2007	December 31, 2008	December 31, 2009
\$ 6	\$ 8	\$ 8	\$ 7	\$ 6	\$ 4

6. INCOME TAXES

During the third quarter of 2005, the Company's results included a benefit of \$137 million related to the successful resolution of prior-year tax audits. The impact of this entry to the balance sheet was to decrease long-term tax liabilities by \$145 million and to decrease net deferred tax assets by \$8 million. The \$137 million benefit is shown in the Condensed Consolidated Statement of Cash Flows as a reconciling item between net income and cash provided by operating activities. The \$137 million benefit resulted in an overall tax rate for the third quarter of -102%.

During the second quarter of 2005, the Company's results included a non-cash benefit of \$64 million that was also related to the successful resolution of prior-year tax audits. The impact of the entry to the balance sheet was to decrease long-term tax liabilities by \$28 million and to increase net deferred tax assets by \$36 million. Income tax provisions for interim periods are based on estimated annual income tax rates calculated separately from the effect of significant infrequent or unusual items. Taking into consideration the total \$201 million unusual items from both the second and third quarters of 2005, the overall tax rate for the first nine months of 2005 is -66%. In determining the tax provision, the full-year 2005 estimated effective tax rate was 22%.

During the second quarter of 2004, NCR had tax accrual reversals totaling \$85 million, which were recorded as income tax benefits, due to the settlement of tax audits for the period in which NCR was a subsidiary of AT&T Corp. (AT&T). AT&T closed these audits with the United States Internal Revenue Service. The result of this entry on the balance sheet was to decrease long-term liabilities by \$85 million. Also, the \$85 million is shown on the statement of cash flows as a reconciling item between net income and cash provided by operating activities.

7. STOCK COMPENSATION PLANS

The NCR Management Stock Plan (the Plan) provides for the grant of several different forms of stock-based benefits, including stock options, relating to shares of NCR common stock. Stock options are generally granted at the fair market value of the common stock at the date of grant, generally have a ten-year term and generally vest within three to four years of the grant date. Options to purchase common stock may be granted under the authority of the Board of Directors. Option terms as determined by the Compensation and Human Resource Committee of the Board of Directors, will not exceed ten years, consistent with the Internal Revenue Code. The Plan was adopted by the Board of Directors, with stockholder approval, effective January 1, 1997.

On February 14, 2005, the Compensation and Human Resource Committee amended the standard forms of the Stock Option Agreement and Restricted Stock Agreement used in connection with the Company's 2005 annual long-term incentive awards granted by this committee under the NCR Management Stock Plan. The vesting periods under each of these agreements was extended from three equal annual installments to four equal annual installments.

[Table of Contents](#)

At its meeting on April 26, 2005, the Compensation and Human Resource Committee approved the standard form of the Company's Restricted Stock Agreement to be used in connection with awards for retention, promotion and other special circumstances. Under this agreement, restricted stock awards will vest in full three years from their grant date if the recipient is still employed by NCR.

NCR accounts for its stock-based employee compensation plans using the intrinsic value-based method in accordance with Accounting Principles Board Opinion No. 25 (APB No. 25), which requires compensation expense for options to be recognized when the market price of the underlying stock exceeds the exercise price on the date of grant. In addition, no compensation expense is recorded for purchases under the Employee Stock Purchase Plan (ESPP) in accordance with APB No. 25. If NCR recognized stock option-based compensation expense based on the fair value of stock option grants, restricted stock grants, and employee stock purchases under the ESPP at the grant date, net income and net income per diluted share for the three months and nine months ending September 30 would have been as follows:

<i>In millions, except for per share data</i>	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Net income	\$ 222	\$ 44	\$ 379	\$ 161
Stock-based employee compensation expense included in reported net income (pre-tax)	1	1	3	4
Tax benefit of stock-based employee compensation included in reported net income	(1)	(1)	(1)	(2)
Subtotal: Add to net income	—	—	2	2
Total stock-based employee compensation expense determined under fair value-based method for awards (pre-tax)	7	9	19	25
Tax (benefit) expense of stock-based employee compensation determined under fair value-based method for awards	(2)	(2)	(4)	2
Subtotal: Deduct from net income	5	7	15	27
Pro forma net income	\$ 217	\$ 37	\$ 366	\$ 136
Basic net income per share:				
As reported:	\$ 1.20	\$ 0.24	\$ 2.04	\$ 0.86
Pro forma:	\$ 1.17	\$ 0.20	\$ 1.97	\$ 0.72
Diluted net income per share:				
As reported:	\$ 1.18	\$ 0.23	\$ 1.99	\$ 0.84
Pro forma:	\$ 1.15	\$ 0.19	\$ 1.93	\$ 0.71

The pro forma amounts listed above are not necessarily indicative of the effects on net income and net income per diluted share in future years. See Management's Discussion and Analysis of Financial Condition and Results of Operations, "Factors That May Affect Future Results" section, included in this Form 10-Q for a further discussion of stock compensation accounting and its effect on NCR.

The pro forma net income and net income per diluted share for all periods presented were computed using the fair value of options as calculated using the Black-Scholes option-pricing method. The following weighted average assumptions were used for the three months and nine months ending September 30:

	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Dividend yield	—	—	—	—
Risk-free interest rate	4.19%	3.63%	4.01%	2.99%
Expected volatility	36%	45%	36%	45%
Expected holding period (years)	5.5	5	5.5	5

[Table of Contents](#)

During the first quarter of 2005, the Company evaluated the expected volatility assumption used to calculate the fair value of the 2005 employee stock option grants. Prior option grants (valuations) have used historical volatility to estimate the expected volatility. In addition to historical volatility, the Company believes it is important to consider how future experiences may differ from the past. The expected volatility for 2005 incorporated a blend of both historical and implied volatility as management believes this is more representative of prospective trends. This change in estimate applied to the 2005 grant of management stock options. This change did not have a material impact on the 2005 pro forma stock-based employee compensation expense.

Please refer to Note 3 of the Notes to Condensed Consolidated Financial Statements for information regarding NCR's adoption of SFAS 123R.

8. EMPLOYEE BENEFIT PLANS

Components of net periodic benefit expense for the three months ended September 30 are as follows:

<i>In millions</i>	U.S. Pension Benefits		International Pension Benefits		Total Pension Benefits	
	2005	2004	2005	2004	2005	2004
Net service cost	\$ 9	\$ 9	\$ 10	\$ 9	\$ 19	\$ 18
Interest cost	43	45	21	22	64	67
Expected return on plan assets	(55)	(53)	(32)	(29)	(87)	(82)
Settlement charge	—	—	3	5	3	5
Curtailment charge	—	—	—	1	—	1
Special Termination Benefit	—	—	—	—	—	—
Amortization of:						
Transition asset	—	—	—	—	—	—
Prior service cost	—	—	1	1	1	1
Actuarial loss	13	17	18	11	31	28
Net benefit cost	\$ 10	\$ 18	\$ 21	\$ 20	\$ 31	\$ 38

Components of net periodic benefit expense for the nine months ended September 30 are as follows:

<i>In millions</i>	U.S. Pension Benefits		International Pension Benefits		Total Pension Benefits	
	2005	2004	2005	2004	2005	2004
Net service cost	\$ 32	\$ 35	\$ 33	\$ 31	\$ 65	\$ 66
Interest cost	132	134	64	64	196	198
Expected return on plan assets	(167)	(155)	(98)	(96)	(265)	(251)
Settlement charge	—	—	3	5	3	5
Curtailment charge	—	1	—	1	—	2
Special Termination Benefit	19	—	—	—	19	—
Amortization of:						
Transition asset	(1)	(1)	—	—	(1)	(1)
Prior service cost	—	—	4	4	4	4
Actuarial loss	43	48	53	31	96	79
Net benefit cost	\$ 58	\$ 62	\$ 59	\$ 40	\$ 117	\$ 102

[Table of Contents](#)

The net periodic benefit cost of the postretirement plan for the three months and nine months ended September 30 were:

<i>In millions</i>	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Net service cost	\$ —	\$ —	\$ —	\$ —
Interest cost	2	3	7	8
Expected return on plan assets	—	—	—	—
Curtailment charge (credit)	—	—	—	—
Amortization of:				
Prior service cost (benefit)	(3)	(3)	(10)	(9)
Actuarial loss	2	1	5	3
Net benefit cost	\$ 1	\$ 1	\$ 2	\$ 2

Employer Contributions

Pension For the three months ending September 30, 2005, NCR contributed approximately \$23 million to its international pension plans, and \$2 million to its executive pension plan. For the nine months ending September 30, 2005, NCR contributed approximately \$65 million to its international pension plans, and \$6 million to its executive pension plan. NCR anticipates contributing an additional \$59 million to its international pension plans and \$2 million to its executive pension plan in 2005 for a total of \$124 million and \$8 million, respectively. NCR does not anticipate making cash contributions to its U.S. qualified pension plan in 2005.

Postretirement For the three months ending September 30, 2005, the Company made \$4 million in contributions to its U.S. postretirement plan. For the nine months ending September 30, 2005, the Company made \$15 million in contributions to its U.S. postretirement plan. NCR anticipates contributing an additional \$8 million to its U.S. postretirement plan for a total of \$23 million in 2005.

9. COMMITMENTS AND CONTINGENCIES

In the normal course of business, NCR is subject to various regulations, proceedings, lawsuits, claims and other matters, including actions under laws and regulations related to the environment and health and safety, among others. NCR believes the amounts provided in its consolidated financial statements, as prescribed by accounting principles generally accepted in the United States of America (GAAP), are adequate in light of the probable and estimable liabilities. However, there can be no assurances that the actual amounts required to satisfy alleged liabilities from various lawsuits, claims, legal proceedings and other matters, including the Fox River environmental matter discussed below, and to comply with applicable laws and regulations, will not exceed the amounts reflected in NCR's consolidated financial statements or will not have a material adverse effect on its consolidated results of operations, financial condition or cash flows. Any costs that may be incurred in excess of those amounts provided as of September 30, 2005 cannot currently be reasonably determined.

Environmental Matters NCR's facilities and operations are subject to a wide range of environmental protection laws, and NCR has investigatory and remedial activities underway at a number of facilities that it currently owns or operates, or formerly owned or operated, to comply, or to determine compliance, with such laws. Also, NCR has been identified, either by a government agency or by a private party seeking contribution to site clean-up costs, as a potentially responsible party (PRP) at a number of sites pursuant to various state and federal laws, including the Federal Water Pollution Control Act (FWPCA) and comparable state statutes, and the Comprehensive Environmental Response, Compensation and Liability Act of 1980 (CERCLA), as amended, and comparable state statutes.

NCR is one of eight entities that have been formally notified by governmental and other entities (such as local Native American tribes) that they are PRPs for environmental claims under CERCLA and other statutes arising out of the presence of polychlorinated biphenyls (PCBs) in sediments in the lower Fox River and in the Bay of Green Bay, in Wisconsin. NCR was identified as a PRP because of alleged PCB discharges from two carbonless copy paper manufacturing facilities it previously owned, which are located along the Fox River. Some parties contend that NCR is also responsible for PCB discharges from paper mills owned by other companies because carbonless paper manufactured by NCR was purchased by those mills as a raw material for their paper making processes. NCR sold the facilities in 1978 to Appleton Papers Inc. (API), which has also been identified as a PRP. The other Fox River PRPs include P.H. Glatfelter Company, Georgia-Pacific Corp. (formerly Fort James), WTM I Co. (formerly Wisconsin Tissue Mills, now owned by Chesapeake Corporation), Riverside Paper Corporation, Sonoco U.S. Mills, Inc. (owned by Sonoco Products Company), and Menasha Corporation.

[Table of Contents](#)

The governmental and other entities making such claims against NCR and the other PRPs have been coordinating their actions, including the assertion of claims against the PRPs. Additionally, certain claimants have notified NCR and the other PRPs of their intent to commence a natural resource damage (NRD) lawsuit, but have not as yet instituted litigation; and one of the claimants, the U.S. Environmental Protection Agency (USEPA), formally proposed the Fox River site for inclusion on the CERCLA National Priorities List, but no action has yet been taken on this proposal.

NCR's reserve for the Fox River matter has decreased by \$7 million from the end of the fourth quarter of 2004 to reflect the incurrence of ongoing Fox River-related expenses (which are charged against and reduce the reserve). The reserve was approximately \$60 million as of September 30, 2005 (after taking into consideration amounts expected to be recovered under an indemnity agreement discussed below). The Company regularly re-evaluates the assumptions used in determining the appropriate reserve for the Fox River matter as additional information becomes available and, when warranted, makes appropriate adjustments.

In July 2003, USEPA and Wisconsin Department of Natural Resources (WDNR) issued their final clean-up plan (known as a Record of Decision, or ROD) for the largest portion of the Fox River. The ROD addresses the lower part of the Fox River and portions of Green Bay, where USEPA and WDNR (the Governments) estimate the bulk of the sediments that need to be remediated are located. In the two portions of the lower part of the Fox River covered by the ROD – Operable Units (OUs) 3 and 4 – the Governments selected large-scale dredging as the remedial approach. The Governments estimate that approximately 6.5 million cubic yards of sediment will be removed from these portions at an estimated cost of approximately \$284 million. The Governments also identify “capping” the river bed with appropriate materials as a “contingent remedy” to be evaluated during the remedial design process. For Green Bay, or OU-5, the Governments selected monitored natural attenuation as the remedial approach at an estimated cost of approximately \$40 million. The Governments also indicate that some limited dredging near the mouth of the river might be required, but this will be determined during the design stage of the project. Earlier, in January 2003, the Governments issued their ROD for the upper portions of the Fox River – OUs 1 and 2. Combining the cost estimates from both RODs, it appears the Governments expect the selected remedies for all five OUs to cost approximately \$400 million exclusive of contingencies.

NCR believes the Governments' cost estimates omit some categories of cost, use unit costs that are lower than what might reasonably be expected, and underestimate the cost of some portions of the selected remedy. As a result, the total clean-up costs could be substantially higher, and the cost estimates are subject to many uncertainties. The Governments and certain PRPs have initiated the engineering design of the remedy, a process that could continue for two or three more years. Actual dredging in the lower portions will not begin until the design work is complete. The Governments have indicated they expect the design and dredging work to take at least ten years.

By letter dated September 30, 2003, the Governments notified NCR and seven other PRPs of their potential liability for remediation of the lower portions of the Fox River and requested that one or more of the PRPs enter into an agreement with the Governments to perform the design work for OUs 2-5. In response, NCR and Georgia-Pacific (G-P) in March 2004 entered into an Administrative Order on Consent (AOC) with the Governments to perform the remedial design work for OUs 2-5.

NCR, in conjunction with the other PRPs, has developed a substantial body of evidence that may demonstrate that the eventual implementation of alternatives involving river-wide restoration/remediation, particularly massive dredging, would be inappropriate and unnecessary. There is ongoing debate within the scientific, regulatory, legal, public policy and legislative communities over how to properly manage large areas of contaminated sediments, and NCR believes there is a high degree of uncertainty about the appropriate scope of alternatives that may ultimately be required by the Governments.

Notwithstanding the issuance of the RODs, the extent of NCR's potential liability is subject to many uncertainties at this time. NCR's eventual liability – which is expected to be paid out over a period of at least ten years, and likely as long as twenty to forty or more years – will depend on a number of factors. In general, the most significant factors include: (1) the total clean-up costs for the site; (2) the total natural resource damages for the site; (3) the share NCR and API will jointly bear of the total clean-up costs and natural resource damages as former and current owners of paper manufacturing facilities located along the Fox River; (4) the share NCR will bear of the joint NCR/API payments for clean-up costs and natural resource damages; and (5) NCR's transaction costs to defend itself in this matter. In setting the reserve, NCR attempts to estimate a range of reasonably possible outcomes for each of these factors, although each range is itself highly uncertain.

[Table of Contents](#)

NCR uses its best estimate within the range if that is possible. Where there is a range of equally probable outcomes, and there is no amount within that range that appears to be a better estimate than any other amount, NCR uses the low end of the range. These factors are discussed below:

- For the first factor described above, total clean-up costs for the site, NCR has determined that there is a range of equally probable outcomes, and that no estimate within that range is better than the other estimates. Accordingly, NCR uses the low end of that range, which is now \$480 million. This amount is derived by taking the Governments' estimate for total clean-up costs – \$400 million – and increasing it by 20% to reflect NCR's analysis that indicates the Governments' own cost estimates are understated. For example, NCR's review indicates that the Governments' \$400 million cost number omits some categories of cost, uses unit costs that are lower than what might reasonably be expected, and underestimates the cost of some elements of the selected remedy. However, there can be no assurances that this amount will not be significantly higher. For example, one consultant has expressed an opinion that total clean-up costs for the site could be approximately \$1.1 billion.
- Second, for total natural resource damages, NCR has determined that there is a range of equally probable outcomes, and that no estimate within that range is better than the other estimates. Accordingly, NCR uses the low end of that range, which is the lowest estimate in the Governments' 2000 report on natural resource damages. This amount is \$176 million.
- Third, for the NCR/API share of clean-up costs and natural resource damages, NCR examined figures developed by several independent, nationally-recognized engineering and paper-industry experts, along with those set forth in draft government reports. Again, the Company determined that there is a range of equally probable outcomes, and that no estimate within that range is better than the other estimates. Accordingly, NCR uses the low end of that range, which is based primarily on an estimate of the joint NCR/API percentage of direct discharges of PCBs to the river.
- Fourth, for the NCR share of the joint NCR/API payments, the Company estimates that it would pay approximately half of the total costs jointly attributable to NCR/API. This is based on a sharing agreement between NCR and API, the terms of which are confidential. This factor assumes that API is able to pay its share of the NCR/API joint share.
- Finally, for NCR's transaction costs to defend this matter, the Company has estimated the costs that are likely to be incurred over the ten years ending in 2013, the time period the Governments project it will take to design and implement the remedy for the river. This estimate is based on an analysis of NCR's costs since this matter first arose in 1995 and estimates of what the Company's defense and transaction costs will be in the future. NCR expects that the bulk of these transaction costs will be incurred over the first four to five years of this time period, when the remedy will be designed and the initial dredging will begin. Once dredging is underway, NCR believes that its transaction costs may decrease significantly on an annual basis.

There are other estimates for each of these factors which are significantly higher than the estimates described above. NCR believes there is such uncertainty surrounding these estimates that it cannot quantify the high end of the range of such estimates. Given the progress of the remedial design work being conducted by NCR and G-P (see above), it is possible there could be some changes to the reserve within the next year, although that is difficult to predict.

NCR has discussed above the Company's overall, long-term exposure to the Fox River liability. However, for the last four years, NCR's liability for this matter has been limited. In December 2001, NCR and API entered into an interim settlement with the Governments that limited NCR/API's joint cash payouts to \$10 million per year over a four-year period beginning at the time of such interim settlement. Any portion of an annual \$10 million installment not paid out in a given year was rolled over and made available for payment during subsequent years through 2005. In exchange for these payments, the Governments agreed not to take any enforcement actions against NCR and API during the term of the settlement. These payments have been shared by NCR and API under the terms of the confidential settlement agreement discussed above and will be credited against NCR's long-term exposure for this matter. NCR's share of these payments has been taken into account in determining its reserve. Six and a half million of the amounts paid under the interim settlement will be used to fund part of the design work NCR and G-P are performing under the AOC discussed above. The interim settlement expires on December 10, 2005.

AT&T and Lucent Technologies, Inc. (Lucent) are jointly responsible for indemnifying NCR for a portion of amounts for the Fox River incurred by NCR over a certain threshold. NCR's estimate of what AT&T and Lucent will pay under the indemnity is recorded as a long-term receivable of \$15 million and is deducted in determining the net amount discussed

Table of Contents

above. AT&T is expected to merge with SBC Communications Corp. (SBC) later this year or in early 2006; NCR does not expect the AT&T and SBC merger, if it receives the requisite governmental approvals and is consummated, to have an impact on AT&T's indemnification obligation to NCR.

It is difficult to estimate the future financial impact of environmental laws, including potential liabilities. NCR records environmental provisions when it is probable that a liability has been incurred and the amount or range of the liability is reasonably estimable. Provisions for estimated losses from environmental restoration and remediation are, depending on the site, based primarily on internal and third-party environmental studies (except for the Fox River site where the estimated clean-up costs and natural resource damages are taken from the Governments' decisions, reports and supporting documents), estimates as to the number and participation level of any other PRPs, the extent of the contamination, and the nature of required remedial and restoration actions. Accruals are adjusted as further information develops or circumstances change. Management expects that the amounts accrued from time to time will be paid out over the period of investigation, negotiation, remediation and restoration for the applicable sites. The amounts provided for environmental matters in NCR's consolidated financial statements are the estimated gross undiscounted amounts of such liabilities (except for the Fox River site where the Governments' clean-up decisions and supporting documents set forth estimates for certain long-term costs at net present worth), without deductions for insurance or third-party indemnity claims. Except for the sharing agreement with API described above with respect to the Fox River site, in those cases where insurance carriers or third-party indemnitors have agreed to pay any amounts and management believes that collectibility of such amounts is probable, the amounts would be reflected as receivables in the consolidated financial statements. For the Fox River site, an asset relating to the AT&T and Lucent indemnity has been recognized, as payment is deemed probable.

Guarantees and Product Warranties

Guarantees associated with NCR's business activities are reviewed for appropriateness and impact to the Company's financial statements. Periodically, NCR's customers enter into various leasing arrangements coordinated by NCR with a leasing partner. In some instances, NCR guarantees the leasing partner a minimum value at the end of the lease term on the leased equipment or guarantees lease payments between the customer and the leasing partner. As of September 30, 2005, the maximum future payment obligation of this guaranteed value and the associated liability balance was \$7 million.

NCR has an equity investment in a certain affiliate in which the Company has issued debt guarantees originally five years in length for the affiliate to third party lending institutions. These guarantees expire at various dates in 2007. If default occurs, NCR's maximum amount of future payment obligation on these guarantees would be \$1 million at September 30, 2005. The Company has not recorded a liability in connection with these guarantees since the likelihood of default is low.

NCR provides its customers a standard manufacturer's warranty and records, at the time of the sale, a corresponding estimated liability for potential warranty costs. Estimated future obligations due to warranty claims are based upon historic factors such as labor rates, average repair time, travel time, number of service calls per machine, and cost of replacement parts. Each business unit consummating a sale recognizes the total customer revenue and records the associated warranty liability using pre-established warranty percentages for that product class. From time to time, product design or quality corrections are accomplished through modification programs. When identified, associated costs of labor and parts for such programs are estimated and accrued as part of the warranty reserve.

The following table identifies the activity relating to the warranty reserve:

<u>In millions</u>	<u>Nine Months Ended</u> <u>September 30</u>	
	<u>2005</u>	<u>2004</u>
Warranty reserve liability		
Beginning balance at January 1	\$ 21	\$ 18
Accruals for warranties issued	33	32
Settlements (in cash or in kind)	(38)	(31)
Ending balance at September 30	\$ 16	\$ 19

NCR also offers extended warranties to its customers as maintenance contracts. NCR accounts for these contracts by deferring the related maintenance revenue over the extended warranty period. Amounts associated with these maintenance contracts are not included in the table above.

In addition, NCR provides its customers with certain indemnification rights. In general, NCR agrees to indemnify the customer if a third party asserts patent or other infringement on the part of the customer for its use of the Company's

[Table of Contents](#)

products. From time to time, NCR also enters into agreements in connection with its acquisition and divestiture activities that include indemnification obligations by the Company. The fair value of these indemnification obligations is not readily determinable due to the conditional nature of the Company's potential obligations and the specific facts and circumstances involved with each particular agreement. The Company has not recorded a liability in connection with these indemnifications. Historically, payments made by the Company under these types of agreements have not had a material effect on the Company's consolidated financial condition, results of operations, or cash flows.

10. EARNINGS PER SHARE

Basic earnings per share are calculated by dividing net income by the weighted average number of shares outstanding during the reported period. The calculation of diluted earnings per share is similar to basic, except that the weighted average number of shares outstanding includes the additional dilution from potential common stock such as stock options and restricted stock awards, when appropriate.

Also, all share and per share amounts reflect a two-for-one stock split effective on January 21, 2005.

11. SEGMENT INFORMATION

In order to align the Company's external reporting of its financial results with organizational changes in its Customer Services business, beginning in the first quarter of 2005, the Company modified its segment reporting. Revenue and profitability associated with selling third-party hardware is now presented within the Company's Customer Services operating segment, instead of the "Other" operating segment. The remaining business activity which was previously reported in the Company's "Other" operating segment relates to a small business in Japan, and is now combined with the Payment & Imaging business activity. This new operating segment is now named "Payment & Imaging and Other."

The Company now reports the following six segments:

- **Teradata Data Warehousing;** includes analytical database and software, hardware, and related services,
- **Financial Self Service;** comprises the company's ATM business,
- **Retail Store Automation;** includes point-of-sale, self-checkout systems, and other self-service applications,
- **Customer Services;** includes maintenance of ATMs, Retail systems, Payment and Imaging systems, as well as the maintenance of and sale of third-party products and services,
- **Systemedia;** business and printer consumables, paper rolls, and RFID labels, and
- **Payment & Imaging and Other;** includes image and item processing, including software and hardware, as well as the results from a small business in Japan.

In the case of Payment & Imaging and Other it was determined that these two operating businesses could be aggregated in accordance with Statement of Financial Accounting Standards No. 131 (SFAS 131), "Disclosures about Segments of an Enterprise and Related Information." Management concluded that aggregation was consistent with the objectives and basic principles of SFAS 131 due to similar economic characteristics; nature of products and services; types of customers; methods used to distribute their products and services; and the nature of the regulatory environment.

[Table of Contents](#)

The following table presents data for revenue and operating income (loss) by segment:

<i>In millions</i>	Three Months Ended September 30		Nine Months Ended September 30	
	2005	2004	2005	2004
Revenue by Segment				
Data Warehousing				
Products	\$ 193	\$ 155	\$ 571	\$ 493
Professional and installation-related services	89	83	267	240
Total Data Warehousing solution	282	238	838	733
Data Warehousing support services	79	74	234	216
Total Data Warehousing revenue	361	312	1,072	949
Financial Self Service (ATMs)				
Products	285	276	760	736
Professional and installation-related services	64	62	184	183
Total Financial Self Service revenue	349	338	944	919
Retail Store Automation				
Products	160	156	440	427
Professional and installation-related services	49	61	155	167
Total Retail Store Automation revenue	209	217	595	594
Customer Services				
Customer Service Maintenance:				
Financial Self Service	150	145	451	422
Retail Store Automation	115	115	346	344
Payment & Imaging and Other	32	31	96	95
Third-Party Products and Exited Businesses	70	84	213	257
Total Customer Services Maintenance	367	375	1,106	1,118
Third-Party Product Sales	17	17	42	59
Professional and installation-related services	67	77	206	233
Total Customer Services revenue	451	469	1,354	1,410
Systemedia	127	127	363	358
Payment & Imaging and Other				
Products	24	31	70	78
Professional and installation-related services	18	10	46	37
Total Payment & Imaging and Other	42	41	116	115
Elimination of installation-related services revenue included in both the Customer Services segment and other segments	(41)	(50)	(133)	(149)
Total Revenue	\$ 1,498	\$ 1,454	\$ 4,311	\$ 4,196
Operating Income (Loss) by Segment				
Data Warehousing	\$ 72	\$ 42	\$ 220	\$ 151
Financial Self Service (ATMs)	60	63	128	134
Retail Store Automation	9	11	12	8
Customer Services	8	(9)	25	(50)
Systemedia	—	2	(1)	5
Payment & Imaging and Other	7	3	14	3
Elimination of installation-related services operating income included in both the Customer Services segment and other segments	(13)	(15)	(42)	(45)
Subtotal - Segment operating income	143	97	356	206
Pension Expense	(31)	(38)	(117)	(102)
Total income from operations	\$ 112	\$ 59	\$ 239	\$ 104

2004 segment results reflect the Company's new reporting structure.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (MD&A)

Overview

During the third quarter of 2005 we continued to generate year-over-year operating income improvement. Highlights in the quarter included higher than expected revenue growth and profitability in our Data Warehousing business and continued operating income improvement in our Customer Services business, but lower than expected revenue growth in Financial Self Service. Our progress with respect to our key value drivers in the third quarter of 2005 was as follows:

- **Driving revenue growth in our key product segments** – Our product segments, consisting of our Teradata Data Warehousing, Financial Self Service (ATMs) and Retail Store Automation systems, experienced revenue growth on a combined basis versus the third quarter of 2004. The increase was due to the strong performance in Data Warehousing and moderate growth in the Financial Self Service segment. Retail Store Automation declined in the quarter which reflects the overall slowdown in the retail industry.
- **Improving the profitability of our Customer Services operating segment** – The structural changes being made in this business, as well as the increasing focus on maintenance of NCR-branded products, enabled operating income to improve to \$8 million in the quarter, versus a \$9 million operating loss in the third quarter of 2004. Operating profit was higher, as actions to reduce cost and expense offset continued pricing pressure and the remaining effects of declining revenue from maintenance of hardware NCR discontinued selling in the late 1990's. The operational improvement was also aided by a reduction of the loss from selling and servicing third-party products.
- **Continuing to reduce spending to achieve optimum operating performance** – Expense reduction initiatives resulted in a 1.5 percentage point improvement in our expense ratio versus the third quarter of 2004. We are progressing ahead of schedule to meet our cost and expense reduction commitment by the end of 2006, as described below.

Each of these drivers is discussed in greater detail in other sections of this MD&A.

We also continued our focus in the quarter on our key strategic initiatives. The initiatives and the actions we are taking are as follows:

- 1) **Delivering superior value propositions** – We believe the value propositions we provide are strong. We plan to continue to make investments in areas of research and development and other value-added activities to further enhance our product offerings in our key product segments.
- 2) **Enhancing demand creation** – We continue to optimize our investments in demand creation to increase NCR's market coverage in areas with the greatest potential for revenue expansion. As new sales associates become assimilated, we expect to see an increase in our overall sales opportunities. However, NCR's success in converting these opportunities to orders depends largely on the capital spending decisions by our customers.
- 3) **Improving profitability in Customer Services** – We believe we can be more competitive in the marketplace by concentrating on servicing NCR products rather than providing incremental services related to third-party products. By proactively designing products for improved reliability and more efficient serviceability, the number of incidents and time spent on service incidents will be reduced. This will help us achieve a lower cost structure.
- 4) **Optimizing our cost and expense structure** – To improve our competitive position in the market place and offset the negative effect of price erosion, we continue to optimize our cost and expense structure. We have completed the actions necessary to deliver \$250 million of annualized cost savings in 2005, using 2002 results as a starting point. We also expect to deliver an additional \$100 million of cost savings through 2006. We expect to deliver more than \$300 million of the targeted \$350 million of cost savings by the end of 2005.

We are taking all of these actions to position NCR for long-term success, and the results should be seen in NCR's short and long-term financial results. We expect to continue with these initiatives for the remainder of 2005, as we refine our business model and position the Company for growth and profitability.

Results of Operations for Three Months Ended September 30, 2005 Compared to Three Months Ended September 30, 2004

<i>In millions</i>	2005	2004
Consolidated revenue	\$ 1,498	\$ 1,454
Consolidated gross margin	\$ 436	\$ 395
Consolidated operating expenses:		
Selling, general and administrative expenses	267	278
Research and development expenses	57	58
Consolidated income from operations	\$ 112	\$ 59

Revenue for the three months ended September 30, 2005 was \$1,498 million, an increase of 3% from the third quarter of 2004. The increase was led by 16% revenue growth in our Data Warehousing segment which offset the decline in Retail Store Automation and our Customer Services segments. The revenue increase included a 1 percentage point favorable impact from foreign currency fluctuations. Income from operations during the three months ended September 30, 2005 increased 90% over the prior period. The increase was due to higher-than-expected revenue growth and profitability in our Data Warehousing segment, continued improvement in our Customer Services business, and ongoing benefits in delivering on our multi-year profit improvement plan.

Gross Margin

Gross margin as a percentage of revenue for the three months ended September 30, 2005 increased to 29.1% from 27.2% in the third quarter of 2004. Product margins increased 0.7 percentage points due to the strong performance of our Data Warehousing segment. Services margin improved 2.9 percentage points driven mainly by operational improvement in our Customer Services business and less revenue from lower margin services of third-party products.

Operating Expenses

Total operating expenses, characterized as “selling, general and administrative expenses” and “research and development expenses” in the Condensed Consolidated Statement of Operations, were \$324 million for the third quarter of 2005 compared to \$336 million during the same period of 2004. As a percentage of revenue, total operating expenses improved to 21.6% in the third quarter of 2005 from 23.1% for the same period of 2004. The improvement versus the prior year is the result of our continued efforts to improve our infrastructure expense and curtail our discretionary spending while reallocating some of these resources to demand creation and research and development activities for our three major product businesses.

Effects of Pension, Postemployment, and Postretirement Benefit Plans

Cost of revenue and total expenses for the three months ended September 30, 2005 and 2004 were impacted by certain employee benefit plans as shown below:

<i>In millions</i>	Three Months Ended September 30	
	2005	2004
Pension expense	\$ 31	\$ 38
Postemployment expense	20	22
Postretirement expense	1	1
Net expense	\$ 52	\$ 61

During the three months ended September 30, 2005, NCR incurred \$31 million of pension expense compared to \$38 million in the third quarter of 2004. The reduction in expense is primarily attributable to the growth in pension assets resulting from strong investment returns in 2003 and 2004.

Postemployment plan expense during the third quarter of 2005 decreased to \$20 million from \$22 million during the same time period in 2004. The decrease was driven primarily by changes in the severance benefit formulas in a number of countries.

Results of Operations by Segment

Our key solutions are categorized as Data Warehousing, Financial Self Service, Retail Store Automation and Customer Services, each of which is a reportable operating segment. In addition, our smaller businesses are reported in the Systemedia and Payment & Imaging and Other segments. Our segments are comprised of hardware, software and professional and installation-related services along with maintenance and support services in our Data Warehousing and Customer Service segments.

For purposes of discussing our operating results by segment, we exclude the impact of certain items from operating income or loss, consistent with the manner by which management views each segment and reports our operating segment results under Statement of Financial Accounting Standards No. 131 (SFAS 131), "Disclosures about Segments of an Enterprise and Related Information." This format is useful to investors because it allows analysis and comparability of operating trends. It also includes the same information that is used by NCR management to make decisions regarding the segments and to assess our financial performance. The effects of pension expense have been excluded from the operating income (loss) for each reporting segment presented and discussed below. Our segment results are reconciled to total Company results reported under accounting principles generally accepted in the United States of America (otherwise known as GAAP) in Note 11 of Notes to Condensed Consolidated Financial Statements.

In the segment discussions, we have disclosed the impact of foreign currency fluctuations as it relates to our segment revenue due to its significance during the quarter. As a result of the weaker U.S. Dollar versus the prior period, the Company benefited from currency fluctuations, mainly in our Americas and Asia/Pacific regions.

Data Warehousing: Data Warehousing revenue increased 16% during the third quarter of 2005 to \$361 million. Foreign currency fluctuations provided a 1 percentage point benefit to the year-over-year revenue comparison. Operating income increased 71% to \$72 million in the third quarter of 2005 from \$42 million in the third quarter of 2004. The improvement in operating income was due primarily to higher volume and increased profitability from support services.

Financial Self Service: Financial Self Service revenue increased 3% to \$349 million in the third quarter of 2005 from \$338 million for the same period in 2004. Foreign currency fluctuations provided a 1 percentage point benefit to the year-over-year revenue comparison. In the third quarter of 2005, operating income decreased to \$60 million from \$63 million for the same period of 2004. The decrease in operating income was primarily due to lower product margins caused by competitive pricing pressure.

Retail Store Automation: Retail Store Automation revenue decreased 4% to \$209 million in the third quarter of 2005 compared to \$217 million in the same period of 2004. The third quarter year-over-year revenue comparison included less than 1 percentage point of benefit from currency fluctuations. Operating income decreased to \$9 million in the third quarter of 2005 from \$11 million in the third quarter of 2004. The decrease in operating income was due to lower revenue and competitive pricing pressures in our point-of-sale product offerings.

Customer Services: Customer Services revenue decreased 4% to \$451 million in the third quarter of 2005 compared to the same period in 2004. Foreign currency fluctuations provided a 1 percentage point benefit to the year-over-year revenue comparison. In line with our strategy, revenues are down as we continue to exit arrangements to service third-party products. NCR's strategic shift and structural changes being made in the Customer Services business to optimize the efficiency of resources, as well as to increase the focus on maintenance of NCR-branded products, enabled operating income to improve to \$8 million in the quarter, versus a \$9 million operating loss in the third quarter of 2004.

Systemedia: Systemedia revenue of \$127 million in the third quarter was flat compared to the third quarter of 2004. Foreign currency fluctuations provided a benefit of 1 percentage point in the year-over-year revenue comparison. Operating income was breakeven in the third quarter of 2005, down \$2 million from the prior period. The decrease in operating income was largely due to increased pricing pressure and higher product costs.

Payment & Imaging and Other: Revenue for this segment increased 2% to \$42 million in the three months ended September 30, 2005, compared to \$41 million during the same period of 2004. Foreign currency fluctuations provided less than 1 percentage point of benefit to revenue in the year-over-year revenue comparison. Operating income was \$7 million in the third quarter compared to \$3 million in the same period in 2004. Operating income improvement was mainly driven by continued cost and expense reductions.

[Table of Contents](#)

Revenue by Region

The following table presents data for revenue by region for the three months ended September 30, 2005 and 2004:

<i>In millions</i>	2005	% of Total	2004	% of Total	% Increase (Decrease)	% Increase (Decrease) Constant Currency
Americas	\$ 753	50%	\$ 713	49%	6%	5%
Europe/Middle East/Africa (EMEA)	470	32%	471	32%	0%	0%
Japan	106	7%	109	8%	(3%)	(2%)
Asia/Pacific (excluding Japan)	169	11%	161	11%	5%	1%
Consolidated revenue	\$1,498	100%	\$1,454	100%	3%	2%

The revenue growth in the Americas region was due to higher revenues in Data Warehousing and Financial Self Service. The EMEA region declines in Data Warehousing and Customer Services were offset by increases in Financial Self Service, Retail Store Automation and Systemedia. In Japan, increases in Data Warehousing and Payment & Imaging and Other were more than offset by declines in Retail Store Automation and Customer Services. Finally, in our Asia/Pacific region, the revenue increase was driven by increases in Data Warehousing, Retail Store Automation, and a large customer contract in our Payment & Imaging and Other segment.

Provision for Income Taxes

Income tax provisions for interim periods are based on estimated annual income tax rates calculated separately from the effect of significant infrequent or unusual items. For the third quarter of 2005, the Company reported a tax benefit of \$112 million compared to an expense of \$13 million in the third quarter of 2004. The third quarter of 2005 includes a \$137 million benefit related to the successful resolution of prior-year tax audits.

In determining the third quarter 2005 tax provision, the full-year 2005 estimated effective tax rate remains at 22%. The Company's effective tax rate in the third quarter of 2004 was 23%.

Results of Operations for Nine Months Ended September 30, 2005 Compared to Nine Months Ended September 30, 2004

<i>In millions</i>	2005	2004
Consolidated revenue	\$ 4,311	\$ 4,196
Consolidated gross margin	\$ 1,203	\$ 1,110
Consolidated operating expenses:		
Selling, general and administrative expenses	790	832
Research and development expenses	174	174
Consolidated income from operations	\$ 239	\$ 104

NCR's revenue of \$4,311 million for the nine months ended September 30, 2005 was a 3% increase from the prior year period. This growth included 2 percentage points of favorable impact from foreign currency fluctuations. The increase was led by strong revenue growth in our Data Warehousing business. Income from operations during the nine months ended September 30, 2005 grew 130% to \$239 million. The increase in operating income was a result of period-over-period increases in Data Warehousing and Customer Services.

Gross Margin

Gross margin as a percentage of revenue for the nine months ended September 30, 2005 increased to 27.9% from 26.5% in 2004. Increases in services gross margin more than offset a slight decline in product gross margin which were mostly caused by competitive pricing pressures. Services gross margin improved to 19.5% for the first nine months of 2005 compared to 16.4% in the prior year. Services gross margin increased due to the structural changes being made in the Customer Services business to optimize the efficiency of resources, as well as to increase the focus on maintenance of NCR-branded products.

Operating Expenses

Total operating expenses, characterized as "selling, general and administrative expenses" and "research and development expenses" in the Condensed Consolidated Statement of Operations, were \$964 million for the nine months ended September 30, 2005 compared to \$1,006 million during the same period of 2004. As a percentage of revenue, total operating expenses improved to 22.4% from 24.0% in the prior period. The decrease versus prior year is the result of our continued efforts to improve our cost infrastructure and curtail our discretionary spending while reallocating some of these resources to demand creation and research and development activities for our three major product businesses.

Effects of Pension, Postemployment, and Postretirement Benefit Plans

Cost of revenue and total expenses for the nine months ended September 30, 2005 and 2004 were impacted by certain employee benefit plans as shown below:

<i>In millions</i>	Nine Months Ended September 30	
	2005	2004
Pension expense	\$ 117	\$ 102
Postemployment expense	67	74
Postretirement expense	2	2
Net expense	\$ 186	\$ 178

During the nine months ended September 30, 2005, NCR incurred \$117 million of pension expense compared to \$102 million in the third quarter of 2004. The increase was due primarily to \$19 million of non-cash special termination benefits recognized in the second quarter of 2005 that were related to the early retirement program described in more detail below in the Restructuring and Re-Engineering section of the MD&A. We expect pension expense of approximately \$153 million to \$158 million in 2005 which includes the impact of the early retirement program.

Postemployment plan expense during the nine months ended September 30, 2005 decreased to \$67 million from \$74 million during the same time period in 2004. The decrease was driven primarily by changes in the severance benefit formulas in a number of countries. Postretirement plan expense of \$2 million during the first nine months of 2005 was essentially the same as the year-over-year comparison.

Results of Operations by Segment

The description of our operating segments and the exclusion of certain items from operating income or loss of the operating results by segment discussed in this Management's Discussion and Analysis under "Results of Operations by Segment" for the three months ended September 30, 2005, compared to the three months ended September 30, 2004, is incorporated by reference and made part hereof.

In the segment discussions, we have disclosed the impact of foreign currency fluctuations as it relates to our segment revenue due to its significance during the first part of the year. As a result of the weaker U.S. Dollar versus the prior period, the Company benefited from currency fluctuations, mainly in our Americas, EMEA and Asia/Pacific regions.

Data Warehousing: Data Warehousing revenue increased 13% for the nine months ended September 30, 2005 to \$1,072 million. Revenue is up as we continue to see strong demand for enterprise data warehousing. Foreign currency fluctuations provided a 2 percentage point benefit to the year-over-year comparison. Operating income increased by \$69 million to \$220 million in the first nine months of 2005. The improvement in operating income was due primarily to higher volume and increased profitability from support services.

Financial Self Service: Financial Self Service revenue grew 3% to \$944 million in the first nine months of 2005 compared to the prior period. Foreign currency fluctuations provided a 2 percentage point benefit to the year-over-year revenue comparison. Operating income decreased to \$128 million for the nine months ended September 30, 2005 compared to \$134 million in the prior period. The decrease in operating income was driven by lower product margins caused by competitive pricing pressure.

Retail Store Automation: Retail Store Automation revenue was \$595 million in the first nine months of 2005 as compared to \$594 million in the same period for 2004. Foreign currency fluctuations provided a 1 percentage point benefit to the year-over-year revenue comparison. Operating income increased to \$12 million in the first nine months of 2005 compared to \$8 million in the same period for 2004. The year-over-year increase in operating income was largely due to cost and expense reductions.

Customer Services: Customer Services revenue decreased 4% to \$1,354 million in the first nine months of 2005 compared to the same period in 2004. Foreign currency fluctuations provided a 2 percentage point benefit to the year-over-year revenue comparison. In line with our strategy, revenues are down as we continue to reduce our focus on third-party maintenance business. Partially offsetting this decline was 4% growth in maintenance revenue of NCR-branded products. NCR's strategic shift and structural changes being made in the Customer Services business to optimize the efficiency of resources, as well as to increase the focus on maintenance of NCR-branded products, enabled operating income to improve to \$25 million for the nine months ended September 30, 2005, versus a \$50 million operating loss in the same period of 2004. The prior period included increased severance expense of \$8 million related to actions to improve profitability along with an \$11 million settlement of an agreement with a services partner relating to an agreement entered into in 2002.

Systemedia: Revenue for Systemedia was up 1% to \$363 million during the first nine months of 2005 as compared to the same period for 2004. Foreign currency fluctuations provided a benefit of 1 percentage point to the year-over-year revenue comparison. Operating performance decreased by \$6 million from the prior period to an operating loss of \$1 million for the nine months ending September 30, 2005. Manufacturing cost and expense reductions were more than offset by the increase in product cost and impact of competitive pricing pressure.

Payment & Imaging and Other: Revenue for this segment increased 1% year-over-year to \$116 million for the nine months ended September 30, 2005. Foreign currency fluctuations provided a 1 percentage point benefit to the year-over-year revenue comparison. Operating income was \$14 million for the first nine months of 2005 compared to \$3 million in the same period in 2004. Operating income improvement was mainly driven by continued cost and expense reductions.

[Table of Contents](#)

Revenue by Region

The following table presents data for revenue by region for the nine months ended September 30, 2005 and 2004:

<i>In millions</i>	2005	% of Total	2004	% of Total	% Increase (Decrease)	% Increase (Decrease) Constant Currency
Americas	\$2,198	51%	\$2,079	50%	6%	5%
Europe/Middle East/Africa (EMEA)	1,373	32%	1,361	32%	1%	(1)%
Japan	313	7%	309	7%	1%	1%
Asia/Pacific (excluding Japan)	427	10%	447	11%	(4%)	(7)%
Consolidated revenue	\$4,311	100%	\$4,196	100%	3%	1%

The revenue growth in the Americas region was due to higher revenues in Data Warehousing and Financial Self Service. In our EMEA region moderate growth in many of our businesses was more than offset by the expected decline in Customer Services. In Japan, we experienced growth from Data Warehousing, Payment & Imaging and Other, and Systemedia. Finally, in our Asia/Pacific region, revenue declines in Data Warehousing, Financial Self Service and Customer Services more that offset increases in Retail Store Automation, Systemedia and Payment & Imaging and Other.

Other Income

Other income, net, for the first nine months of 2005 was \$7 million compared to \$15 million of income for the first nine months of 2004. The first nine months of 2005 included \$10 million of expense from the write-down of an equity investment in Germany, \$15 million in real estate gains, which is described in more detail in Note 4 of the Notes to Condensed Consolidated Financial Statements, and funding to NCR's foundation for charitable giving, which resulted in \$6 million of foundation contribution expense during the first nine months of 2005, compared to no contributions during the 2004 period. Other income in 2004 included \$4 million of gains from the sale of real estate and \$3 million for an acquisition break-up fee.

Provision for Income Taxes

Income tax provisions for interim periods are based on estimated annual income tax rates calculated separately from the effect of significant infrequent or unusual items. The -66% tax rate for the nine months ended September 30, 2005 includes a \$201 million non-cash benefit related to the successful resolution of prior-year tax audits. This item provided an 88 percentage point benefit to the effective tax rate of 22% for the first nine months of 2005 and is discussed in greater detail in Note 6 of Notes to Condensed Consolidated Financial Statements of this quarterly report.

Our nine months ended September 30, 2004 tax rate of -58% included a second quarter incremental benefit of \$85 million for tax accrual reversals due to the settlement of tax audits while NCR was a subsidiary of AT&T.

Restructuring and Re-Engineering

During the third quarter of 2005, we continued with our re-engineering plans announced in 2002 to drive operational efficiency throughout our organization. We are targeting process improvements to drive simplification, standardization, globalization and consistency across the organization. We continued to eliminate unnecessary costs and expenses from our business. As a result, we are currently ahead of our goal of delivering \$350 million of annualized cost savings through 2006, using 2002 as a starting point. The transition of many of NCR's key transaction processing activities to Accenture continued in the third quarter of 2005. We expect to complete the transition of most of these activities in 2005 with the majority of the remaining transition to occur in 2006. As part of this transition, NCR's transaction processing activities will be streamlined and standardized for improved efficiency and consistency of practices globally. Another element of the re-engineering is our real estate consolidation and restructuring plan. We will continue to examine our portfolio of owned and leased properties during the coming periods in order to lower our overall facility costs. Our liability associated with these actions is discussed in Note 4 of Notes to Condensed Consolidated Financial Statements.

While we have many ongoing projects relating to our re-engineering plans, maintaining a strong level of internal control effectiveness is critical to our business. Ongoing business process initiatives which ultimately should improve our internal controls, such as the movement towards global processes, the continued implementation of an Enterprise Resource Planning (ERP) system, and the transition of key transaction processing activities and functions to Accenture, in the interim add to the task of ensuring an effective control structure. NCR's management is focused on mitigating the risks involving these changes through constant oversight, conscientious design, and regular review of our internal control structure as we proceed with these initiatives.

[Table of Contents](#)

To further improve profitability in Customer Services, NCR offered an early retirement program to qualified Customer Service engineers in the United States. As a result of participant elections, the Company recorded a non-cash increase in pension expense during the second quarter of 2005 of \$19 million. This initiative should result in annual cost savings of approximately \$8 million beginning in 2006.

Financial Condition, Liquidity, and Capital Resources

NCR's management uses a non-GAAP measure called "free cash flow," which we define as net cash provided by operating activities less capital expenditures for property, plant and equipment, reworkable service parts, and additions to capitalized software, to assess the financial performance of the Company. The components that are used to calculate free cash flow are GAAP measures that are taken directly from the Condensed Consolidated Statement of Cash Flows. We believe free cash flow information is useful for investors because it relates the operating cash flow of the Company to the capital that is spent to continue and improve business operations. In particular, free cash flow indicates the amount of cash available after capital expenditures for, among other things, investments in the Company's existing businesses, strategic acquisitions, repurchase of NCR stock and repayment of debt obligations. This non-GAAP measure should not be considered a substitute for, or superior to, cash flows from operating activities under GAAP.

The table below shows the changes in net cash provided by operating activities and capital expenditures for the following periods:

<i>In millions</i>	Nine Months Ended September 30	
	2005	2004
Net cash provided by operating activities	\$ 368	\$ 241
Less: Net expenditures and proceeds for service parts	(66)	(65)
Less: Expenditures for property, plant and equipment	(50)	(55)
Less: Additions to capitalized software	(57)	(63)
Free cash flow	\$ 195	\$ 58

For the nine months ended September 30, 2005, cash provided by operating activities increased by \$127 million, while capital expenditures decreased by \$10 million, resulting in a net increase in free cash flow of \$137 million compared to the nine months ended September 30, 2004. Cash from operating activities was higher largely due to improved net income (adjusted for non-cash items).

Financing activities and certain other investing activities are not included in our calculation of free cash flow. During the first nine months of 2005, we repurchased \$320 million of our common stock under our share purchase programs authorized by the Board of Directors (see Item 2 "Unregistered Sales of Equity Securities and Use of Proceeds" of Part II of this quarterly report for details). Partially offsetting this cash outflow was \$117 million of cash proceeds from employee stock plan activities.

Contractual and Other Commercial Commitments: There has been no significant change in our contractual and other commercial commitments as described in our Form 10-K for the year ended December 31, 2004. Our guarantees and product warranties are discussed in Note 9 of Notes to Condensed Consolidated Financial Statements.

Our cash and cash equivalents totaled \$740 million as of September 30, 2005. We believe our cash flows from operations, the credit facilities (existing or future arrangements), the 7.125% senior notes, and other short- and long-term debt financing, will be sufficient to satisfy our future working capital, research and development activities, capital expenditures, pension contributions and other financing requirements for the foreseeable future. Our ability to generate positive cash flows from operations is dependent on general economic conditions, competitive pressures, and other business and risk factors described below in "Factors That May Affect Future Results." If we are unable to generate sufficient cash flows from operations, or otherwise comply with the terms of our credit facilities and the 7.125% senior notes, we may be required to refinance all or a portion of our existing debt or seek additional financing alternatives.

Factors That May Affect Future Results

This report and other documents that we file with the U.S. Securities and Exchange Commission (SEC), as well as other oral or written statements we may make from time to time, contain information based on management's beliefs and include forward-looking statements (within the meaning of the Private Securities Litigation Reform Act of 1995) that involve a number of known and unknown risks, uncertainties and assumptions. These forward-looking statements are not guarantees of future performance, and there are a number of factors including, but not limited to, those listed below, which could cause actual outcomes and results to differ materially from the results contemplated by such forward-looking statements. We do not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Economic Pressures *Our business is affected by the global economies in which we operate.* The current economic climate, which includes decreased and/or more closely scrutinized capital spending by many industries, could impact our ability to meet our commitments to customers, the ability of our suppliers to meet their commitments to us, the timing of purchases by our current and potential customers, or the ability of our customers to fulfill their obligations to us on a timely basis. The extent of this impact, if any, is dependent on a number of factors, including the duration of the current economic climate, its effect on the markets and other general economic and business conditions.

Competition *Our ability to compete effectively within the technology industry is critical to our future success.* We operate in the intensely competitive information technology industry. This industry is characterized by rapidly changing technology, evolving industry standards, frequent new product introductions, price and cost reductions, and increasingly greater commoditization of products, making differentiation difficult. Our competitors include other large companies in the technology industry such as: International Business Machines, Inc., Oracle Corporation, Diebold, Inc., Wincor Nixdorf GmbH & Co., Getronics NV, Fujitsu, and Unisys Corporation, some of which have widespread distribution and penetration of their platforms and service offerings. In addition, we compete with companies in specific markets such as entry-level ATMs, payment and imaging, and business consumables and media products.

Our future competitive performance and market position depend on a number of factors, including our ability to: react to competitive product and pricing pressures (particularly in the ATM marketplace); penetrate and meet the changing competitive requirements and deliverables in developing and emerging markets, such as India and China in the ATM business; rapidly and continually design, develop and market, or otherwise maintain and introduce solutions and related products and services for our customers that are competitive in the marketplace; react on a timely basis to shifts in market demands; compete in reverse auctions for new and continuing business; take advantage of data warehousing market demands; reduce costs without creating operating inefficiencies; maintain competitive operating margins; improve product and service delivery quality; and effectively market and sell all of our diverse solutions. Our business and operating performance could be impacted by external competitive pressures, such as increasing price erosion and the addition of new competitors.

Our customers sometimes finance our product sales through third-party financing companies. In case of customer default, these financing companies may be forced to resell this equipment at discounted prices impacting our ability to sell incremental units. The impact of these product and pricing pressures could include lower customer satisfaction, decreased demand for our solutions, loss of market share and reduction of operating profits.

Operating Result Fluctuations *Our revenue and operating results could fluctuate for a number of reasons including:*

Seasonality Our sales are historically seasonal, with lower revenue in the first quarter and higher revenue in the fourth quarter of each year. Such seasonality also causes our working capital cash flow requirements to vary from quarter to quarter depending on the variability in the volume, timing and mix of product sales. In addition, revenue in the third month of each quarter is typically higher than in the first and second months. These factors, among other things, make forecasting more difficult and may adversely affect our ability to predict financial results accurately.

Foreign Currency Our revenue and operating income are subject to variability due to the effects of foreign currency fluctuations against the U.S. Dollar. We have exposure to approximately 50 functional currencies, in which our primary exposure is from fluctuations in the Euro, British Pound and Japanese Yen. Due to our global operations, weaknesses in some of these currencies are sometimes offset by strengths in others. Although the foreign currency environment is difficult to predict, the effects of currency fluctuations are partially mitigated by our hedging strategy.

Cost/Expense Reductions We are actively working to reduce our costs and expenses to improve operating profitability without jeopardizing the quality of our products or the efficiencies of our operations. Our success in achieving targeted cost

[Table of Contents](#)

and expense reductions depends on a number of factors, including our ability to achieve infrastructure rationalizations, drive lower component costs, improve supply chain efficiencies, and optimize the efficiency of our customer services resources, among other things. If we do not successfully complete our cost reduction initiatives, our results of operation or financial condition could be adversely affected.

Contractual Obligations of Consulting Services We maintain a professional services consulting workforce to fulfill contracts that we enter into with our customers that may extend to multiple periods. Our profitability is largely a function of performing to customer contractual arrangements within the estimated costs to perform these obligations. If we exceed these estimated costs, our profitability related to these contracts may be negatively impacted. In addition, if we are not able to maintain appropriate utilization rates for our consultants, we may not be able to sustain profitability on these contracts.

Acquisitions and Divestitures As part of our strategy, we intend to selectively acquire and divest technologies, products and businesses. As these acquisitions and divestitures take place and we begin to include, or exclude as the case may be, the financial results related to these transactions, it could cause our operating results to fluctuate.

Pension Funds Consistent with local competitive practice and regulations, we sponsor pension plans in many of the countries where we do business. A number of these pension plans are supported by pension fund investments which are subject to financial market risk. The liabilities and assets of these plans are reported in our financial statements in accordance with Statement of Financial Accounting Standards SFAS No. 87 (SFAS 87), "Employer's Accounting for Pensions." In conforming to the requirements of SFAS 87, we are required to make a number of actuarial assumptions for each plan, including expected long-term return on plan assets and discount rate. Our future financial results could be materially impacted by volatility in financial market performance, changes in regulations regarding funding requirements, and changes in the actuarial assumptions, including those described in our "Critical Accounting Policies and Estimates" in our Annual Report on Form 10-K for the year ended December 31, 2004. Consistent with the requirements of paragraphs 44-45 of SFAS 87, we estimate our discount rate and long-term expected rate of return on assets assumptions on a country-by-country basis after consultation with independent actuarial consultants. We examine interest rate trends within each country, particularly yields on high-quality long-term corporate bonds, to determine our discount rate assumptions. Our long-term expected rate of return on asset assumptions are developed by considering the asset allocation and implementation strategies employed by each pension fund relative to capital market expectations. Many countries around the world are in the process of updating their laws and regulations regarding pension funding, including the United States. These initiatives could require the Company to make significantly larger contributions to its pension plans in future years and increase the volatility of these contribution requirements.

Stock Option Accounting Similar to other companies, we use stock options as a form of compensation for certain employees. Currently, the expense of these stock options is not reflected in our operating results under accounting guidance from Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees." In December 2004, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 123 (revised 2004) (SFAS 123R), "Share-Based Payment." The Company plans to adopt SFAS 123R beginning in 2006. SFAS 123R requires all share-based payments to employees, including grants of employee stock options, to be recognized in the financial statements based on their fair values. The amount recognized for stock compensation could vary depending on a number of assumptions or changes. For example, assumptions such as risk-free rate and expected volatility that drive our valuation model could change. Other examples that could have an impact include changes in our compensation plans, tax rate, or an unusually high amount of expirations of stock options.

Income Taxes We account for income taxes in accordance with Statement of Financial Accounting Standards No. 109 (SFAS 109), "Accounting for Income Taxes," which recognizes deferred tax assets and liabilities based on the differences between the financial statement carrying amounts and the tax basis of assets and liabilities. We regularly review our deferred tax assets for recoverability and establish a valuation allowance if it is more likely than not that some portion or all of a deferred tax asset will not be realized. If we are unable to generate sufficient future taxable income, or if there is a material change in the actual effective tax rates or the time period within which the underlying temporary differences become taxable or deductible, or if the tax laws change unfavorably, then we could be required to increase our valuation allowance against our deferred tax assets, resulting in an increase in our effective tax rate.

Real Estate Our strategy over the past several years with respect to real estate has been to reduce our holdings of excess real estate. In line with this strategy, we anticipate the exit of facilities, which may affect net income. Adverse real estate markets could impede our ability to reduce the size of our real estate portfolio.

[Table of Contents](#)

Multinational Operations *Generating substantial revenues from our multinational operations helps to balance our risks and meet our strategic goals.* In the third quarter of 2005, the percentage of revenues from outside of the United States was 57%. We believe that our geographic diversity may help to mitigate some risks associated with geographic concentrations of operations (e.g., adverse changes in foreign currency exchange rates and deteriorating economic environments or business disruptions due to economic or political uncertainties). However, our ability to sell our solutions domestically in the United States and internationally is subject to the following risks, among others: general economic and political conditions in each country which could adversely affect demand for our solutions in these markets; currency exchange rate fluctuations which could result in lower demand for our products as well as generate currency translation losses; changes to and compliance with a variety of local laws and regulations which may increase our cost of doing business in these markets or otherwise prevent us from effectively competing in these markets; changing competitive requirements and deliverables in developing and emerging markets; and the impact of civil unrest relating to war and terrorist activity on the economy or markets in general, or on our ability, or that of our suppliers, to meet commitments.

Introduction of New Solutions *The solutions we sell are very complex, and we need to rapidly and successfully develop and introduce new solutions in a competitive, rapidly changing environment.* The development process for our solutions, including our software application development programs and the migration of our Teradata Data Warehousing solution to the latest hardware and software platforms, requires high levels of innovation from both our developers and our suppliers of the components embedded in our solutions. In addition, the development process can be lengthy and costly, and requires us to commit a significant amount of resources to bring our business solutions to market.

If we are unable to anticipate our customers' needs and technological trends accurately, or are otherwise unable to complete development efficiently, we would be unable to introduce new solutions into the market on a timely basis, if at all, and our business and operating results could be impacted. Likewise, we sometimes make assurances to customers regarding new technologies, and our results could be impacted if we are unable to deliver such technologies as planned. Also, if we cannot successfully market and sell both existing and newly developed solutions, our business and operating results could be impacted.

Our hardware and software-based solutions may contain known, as well as undetected errors, which may be found after the products' introduction and shipment. While we attempt to remedy errors that we believe would be considered critical by our customers prior to shipment, we may not be able to detect or remedy all such errors, and this could result in lost revenues, delays in customer acceptance, and incremental costs, which would all impact our business and operating results.

Reliance on Third Parties *Third-party suppliers provide important elements to our solutions.* In most cases, there are a number of vendors providing the services and producing the parts and components that we utilize. However, there are some components that are purchased from single sources due to price, quality, technology or other reasons. For example, we depend on transaction processing services from Accenture, silicon computer chips and microprocessors from Intel Corporation, and operating systems from Microsoft Corporation. Certain parts and components used in the manufacture of our ATMs and the delivery of many of our Retail Store Automation solutions are also supplied by single sources. In addition, there are a number of key suppliers for our businesses who provide us with critical products for our solutions. If we were unable to purchase the necessary services, parts, components or products from a particular vendor and we had to find an alternative supplier, our new and existing product shipments and solutions deliveries could be delayed, impacting our business and operating results.

We have, from time to time, formed alliances with third parties that have complementary products, software, services and skills. Many different relationships are formed by these alliances, such as outsourcing arrangements to manufacture hardware and subcontract agreements with third parties to perform services and provide products and software to our customers in connection with our solutions. For example, we rely on third parties for cash replenishment services for our ATM products. Also, some of these third parties have access to confidential NCR and customer data, the integrity and security of which we need to ensure. These alliances introduce risks that we cannot control, such as nonperformance by third parties and difficulties with or delays in integrating elements provided by third parties into our solutions.

Lack of information technology infrastructure, shortages in business capitalization, manual processes and data integrity issues of smaller suppliers can also create product time delays, inventory and invoicing problems and staging delays, as well as other operating issues. The failure of third parties to provide high-quality products or services that conform to required specifications or contractual arrangements could impair the delivery of our solutions on a timely basis, create exposure for non-compliance with our contractual commitments to our customers and impact our business and operating results.

[Table of Contents](#)

Intellectual Property *As a technology company, our intellectual property portfolio is key to our future ability to be a leading technology and services solutions provider.* To that end, it is critical that we continue to develop leading technologies to protect and enhance our proprietary rights in our intellectual property through patent, copyright, trademark and trade secret laws. These efforts include protection of the products and application, diagnostic and other software we develop. To the extent we are not successful, our business could be adversely impacted. Also, many of our offerings rely on technologies developed by others, and if we are not able to continue to obtain licenses for such technologies, our business would be impacted.

There has been a recent increase in the issuance of software and business method patents, and more companies are aggressively enforcing their intellectual property rights. This trend could impact NCR because from time to time we receive notices from third parties regarding patent and other intellectual property claims. Whether such claims are with or without merit, they may require significant resources to defend. If an infringement claim is successful, in the event we are unable to license the infringed technology or to substitute similar non-infringing technology, our business could be adversely affected.

Work Environment

Restructuring and Re-engineering As we discussed above, we are implementing a re-engineering plan to drive operational efficiency throughout our Company. In order to drive cost and expense out of our businesses, we are rationalizing our infrastructure through real estate and support cost reductions including consolidating a portion of our product development functions to locations outside of the United States; simplifying our front- and back-office processes by, for example, standardizing global IT applications and finance and administration processes; reducing our product costs through design and procurement initiatives; and working to lower our cost of services through completion of a global model for such services. In addition, as part of our ongoing efforts to optimize our cost structure, from time to time, we shift and realign our employee resources, which could temporarily result in substandard productivity levels. In addition to reducing costs and expenses, our plan includes initiatives to grow revenue, such as improving sales training, addressing sales territory requirements, maintaining and monitoring customer satisfaction with our solutions, and focusing on our strong value propositions. We currently have many initiatives underway. If we are not successful in managing these initiatives and minimizing any resulting loss in productivity, our business and operating results could be impacted.

Employees Our employees are vital to our success. Our ability to attract and retain highly skilled technical, sales, consulting and other key personnel is critical, as these key employees are difficult to replace. Our current re-engineering efforts may adversely impact our workforce. If we are not able to attract or retain highly qualified employees by offering competitive compensation, secure work environments and leadership opportunities now and in the future, our business and operating results could be impacted.

Internal Controls / Accounting Policies and Practices Our internal controls, accounting policies and practices, and internal information systems enable us to capture and process transactions in a timely and accurate manner in compliance with accounting principles generally accepted in the United States of America, laws and regulations, taxation requirements and federal securities laws and regulations. Our internal controls and policies are being closely monitored by management as we implement a worldwide ERP system and complete the transition of our transaction support functions to Accenture. While we believe these controls, policies, practices and systems are adequate to ensure data integrity, unanticipated and unauthorized actions of employees (both domestic and international), temporary lapses in internal controls due to shortfalls in transition planning and oversight, or resource constraints could lead to improprieties and undetected errors that could impact our financial condition or results of operations. Moreover, while management has concluded that the Company's internal control over financial reporting was effective as of December 31, 2004 (as set forth in "Management's Report on Internal Control over Financial Reporting" in our Annual Report on Form 10-K for the year ended December 31, 2004), due to their inherent limitations, such controls may not prevent or detect misstatements in our reported financial statements. Such limitations include, among other things, the potential for human error or circumvention of controls. Further, the Company's internal control over financial reporting is subject to the risk that controls may become inadequate because of a failure to remediate control deficiencies, changes in conditions, or a deterioration of the degree of compliance with established policies and procedures.

Information Systems It is periodically necessary to replace, upgrade or modify our internal information systems. If we are unable to replace, upgrade or modify such systems in a timely and cost-effective manner, especially in light of demands on our information technology resources, our ability to capture and process financial transactions and therefore our financial condition or results of operations may be impacted.

Table of Contents

Acquisitions and Alliances *Our ability to successfully integrate acquisitions or effectively manage alliance activities will help drive future growth.* As part of our overall solutions strategy, we intend to make investments in companies, products, services and technologies, either through acquisitions, joint ventures or strategic alliances. Acquisitions and alliance activities inherently involve risks. The risks we may encounter include those associated with assimilating and integrating different business operations, corporate cultures, personnel, infrastructures and technologies or products acquired or licensed, and the potential for unknown liabilities within the acquired or combined business. The investment or alliance may also disrupt our ongoing business, or we may not be able to successfully incorporate acquired products, services or technologies into our solutions and maintain quality. Further, we may not achieve the projected synergies once we have integrated the business into our operations. This may lead to additional costs not anticipated at the time of acquisition.

It is our policy not to discuss or comment upon negotiations regarding such business combinations or divestitures unless they are material and a definitive agreement is signed or circumstances indicate a high degree of probability that a material transaction will be consummated, unless the law requires otherwise.

Environmental *Our historical and ongoing manufacturing activities subject us to environmental exposures.* Our facilities and operations are subject to a wide range of environmental protection laws, and we have investigatory and remedial activities underway at a number of facilities that we currently own or operate, or formerly owned or operated, to comply, or to determine compliance, with such laws. As further described in Note 3 of Notes to Condensed Consolidated Financial Statements, as a result of the WEEE Directive, our product distribution, logistics and waste management cost may increase and may adversely impact our financial condition. Given the uncertainties inherent in such activities, there can be no assurances that the costs required to comply with applicable environmental laws will not impact future operating results.

We have also been identified as a potentially responsible party in connection with certain environmental matters, including the Fox River matter, as further described in Note 9 of Notes to Condensed Consolidated Financial Statements, and we incorporate such disclosures by reference and make them a part of this risk factor. As described in more detail in such disclosures, we maintain an accrual for our potential liability relating to the Fox River matter which represents certain critical estimates and judgments made by us regarding our potential liability; however, both the ultimate costs associated with the Fox River matter and our share of those costs are subject to a wide range of potential outcomes.

Contingencies *Like other technology companies, we face uncertainties with regard to regulations, lawsuits and other related matters.* In the normal course of business, we are subject to proceedings, lawsuits, claims and other matters, including those that relate to the environment, health and safety, employee benefits, export compliance, intellectual property and other regulatory compliance and general matters. Because such matters are subject to many uncertainties, their outcomes are not predictable. While we believe that amounts provided in our consolidated financial statements are currently adequate in light of the probable and estimable liabilities, there can be no assurances that the amounts required to satisfy alleged liabilities from such matters will not impact future operating results. Additionally, we are subject to diverse and complex laws and regulations, including those relating to corporate governance, public disclosure and reporting, which are rapidly changing and subject to many possible changes in the future. Although we do not believe that recent regulatory and legal initiatives will result in significant changes to our internal practices or our operations, rapid changes in accounting standards, taxation requirements, and federal securities laws and regulations, among others, may substantially increase costs to our organization and could have an impact on our future operating results.

Critical Accounting Policies and Estimates

Management has reassessed the critical accounting policies as disclosed in our 2004 Form 10-K and determined that no changes, additions, or deletions are needed to the policies as disclosed. Also, there were no significant changes in our estimates associated with those policies. See Note 9 of Notes to Condensed Consolidated Financial Statements for an update relating to the reserve for the Fox River environmental matter.

New Accounting Pronouncements

See discussion in Note 3 of Notes to Condensed Consolidated Financial Statements of new accounting pronouncements.

Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We are exposed to market risk, including changes in foreign currency exchange rates and interest rates. We use a variety of measures to monitor and manage these risks, including derivative financial instruments. Since a substantial portion of our operations and revenue occur outside the United States, and in currencies other than the U.S. Dollar, our results can be significantly impacted by changes in foreign currency exchange rates. To manage our exposures and mitigate the impact of

[Table of Contents](#)

currency fluctuations on the operations of our foreign subsidiaries, we hedge our main transactional exposures through the use of foreign exchange forward contracts. This is primarily done through the hedging of foreign currency denominated inter-company inventory purchases by the marketing units and of foreign currency denominated inventory sales by the manufacturing units. All of these transactions are firmly committed or forecasted. These foreign exchange contracts are designated as highly effective cash flow hedges. The gains or losses are deferred in other comprehensive income and recognized in the determination of income when the underlying hedged transaction impacts earnings. As we hedge inventory purchases, the ultimate gain or loss from the derivative contract is recorded in cost of revenue when the inventory is sold to an unrelated third party.

We have exposure to approximately 50 functional currencies, in which our primary exposure is from fluctuations in the Euro, British Pound, and Japanese Yen. Due to our global operations, weaknesses in some of these currencies are sometimes offset by strengths in others. The U.S. Dollar was weaker in the third quarter of 2005 as compared to the third quarter of 2004 based on comparable weighted averages for our functional currencies. This had a favorable impact of 1% on third quarter 2005 revenue versus third quarter 2004 revenue. This does not include the effects of our hedging activities and, therefore, does not reflect the actual impact of fluctuations in exchange rates on our operating income.

Our strategy is to hedge, on behalf of each subsidiary, a portion of our non-functional currency denominated cash flows for a period of up to 15 months. In this way, some of the impact of currency fluctuations on non-functional currency denominated transactions (and hence on subsidiary operating income, as stated in the functional currency) is mitigated in the near term. The amount we hedge and the length of time hedge contracts are entered into may vary significantly. In the longer term (longer than the hedging period of up to 15 months), the subsidiaries are still subject to the impacts of foreign currency fluctuations. In addition, the subsidiary results are still subject to any impact of translating the functional currency results to U.S. Dollars. When hedging certain foreign currency transactions of a long-term investment nature (net investments in foreign operations), the gains and losses are recorded in the currency translation adjustment component of stockholders' equity. Gains and losses on other foreign exchange contracts are recognized in other income or expense as exchange rates change.

For purposes of potential risk analysis, we use sensitivity analysis to quantify potential impacts that market rate changes may have on the fair values of our hedge portfolio related to firmly committed or forecasted transactions. The sensitivity analysis represents the hypothetical changes in value of the hedge position and does not reflect the related gain or loss on the forecasted underlying transaction. As of September 30, 2005 and 2004, a 10% appreciation in the value of the U.S. Dollar against foreign currencies from the prevailing market rates would result in increases of \$15 million and \$21 million in the fair value of the hedge portfolio, respectively. Conversely, a 10% depreciation of the U.S. Dollar against foreign currencies from the prevailing market rates would result in decreases of \$15 million and \$21 million in the fair value of the hedge portfolio as of September 30, 2005 and 2004, respectively.

The interest rate risk associated with our borrowing and investing activities at September 30, 2005 was not material in relation to our consolidated financial position, results of operations or cash flows. In 2003, we swapped a portion of our 7.125% senior unsecured notes from the fixed rate to a variable rate.

We utilize non-exchange traded financial instruments, such as foreign exchange forward contracts that we purchase exclusively from highly-rated financial institutions. We record these contracts on our balance sheet at fair market value based upon market price quotations from the financial institutions. We do not enter into non-exchange traded contracts that require the use of fair value estimation techniques, but if we did, they could have a material impact on our financial results. Also, we do not enter into hedges for speculative purposes.

We are potentially subject to concentrations of credit risk on accounts receivable and financial instruments, such as hedging instruments, short-term investments, and cash and cash equivalents. Credit risk includes the risk of nonperformance by counterparties. The maximum potential loss may exceed the amount recognized on the balance sheet. Exposure to credit risk is managed through credit approvals, credit limits, selecting major international financial institutions (as counterparties to hedging transactions) and monitoring procedures. Our business often involves large transactions with customers for which we do not require collateral. If one or more of those customers were to default in its obligations under applicable contractual arrangements, we could be exposed to potentially significant losses. Moreover, a downturn in the global economy could have an adverse impact on the ability of our customers to pay their obligations on a timely basis. We believe that the reserves for potential losses are adequate. At September 30, 2005 and 2004, we did not have any major concentration of credit risk related to financial instruments.

Item 4. CONTROLS AND PROCEDURES

Evaluation of Disclosure Controls and Procedures

NCR has established disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934 (the Exchange Act)) to ensure that information required to be disclosed by NCR in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms. Based on their evaluation as of the end of the third quarter of 2005, conducted under their supervision and with the participation of management, the Company's Chief Executive and Chief Financial Officers have concluded that NCR's disclosure controls and procedures are effective, in all material respects, to meet such objective and that NCR's disclosure controls and procedures adequately alert them on a timely basis to material information relating to the Company (including its consolidated subsidiaries) required to be included in NCR's Exchange Act filings.

Changes in Internal Control over Financial Reporting

In 2003, the Company entered into a service agreement pursuant to which many of NCR's key transaction processing activities will be performed by Accenture. As of June 30, 2004, and going forward, as part of the transition of transaction processing, Accenture has assumed the primary responsibility for processing the quarter close activities including the majority of transaction processing for general ledger activities. We believe this was a significant change with respect to the personnel responsible for the effectiveness of transaction processing activities in NCR's control environment. NCR is providing appropriate oversight for these Accenture administered functions and support during these transitions. Additional transition activities occurred in the first nine months of 2005 and are expected to continue throughout 2005.

In connection with the Company's assessment of its internal control over financial reporting as required under Section 404 of the Sarbanes-Oxley Act of 2002, management identified a number of improvements to our control environment that we are in the process of implementing. In the first nine months of 2005, these improvements were made in a number of areas throughout the Company, including improved monitoring controls, management reporting, employee training, and information technology controls. We do not believe that any of these changes had a material impact, or reasonably are likely to have a material impact on, our internal control over financial reporting when considered individually; however, when viewed in the aggregate, these changes could be considered material.

Other than as discussed in the preceding paragraphs, there have been no changes in our internal control over financial reporting that occurred during the last fiscal quarter that have materially affected, or are reasonably likely to materially affect our internal control over financial reporting.

Part II. Other Information

Item 1. LEGAL PROCEEDINGS

The information required by this item is included in the material under Note 9 of Notes to Condensed Consolidated Financial Statements of this quarterly report and is incorporated in this Item 1 by reference and made part hereof.

Item 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

Purchase of Company Common Stock

During the third quarter of 2005, the Company purchased 3 million shares of its common stock at an average price per share of \$34.12 under a 2000 Board of Directors share repurchase program and a 1999 Board of Directors share repurchase program. The 2000 Board of Directors share repurchase program authorized the Company to purchase NCR common stock to the extent of cash received from the exercise of stock options and the NCR Employee Stock Purchase Plan (ESPP).

On October 26, 2005, the Board of Directors authorized the repurchase of an additional \$500 million of the Company's outstanding shares of common stock. This authorization extends the Board's previous authorization under this stock repurchase program given in 1999 and gives the Company a total remaining authorization of \$554 million to repurchase outstanding shares of NCR common stock.

In addition to those share purchases, the Company occasionally purchases vested restricted stock shares from Section 16 officers to cover withholding taxes. For the nine months ended September 30, 2005, the total of these purchases were 10,155 shares at an average price of \$37.16 per share.

[Table of Contents](#)

The following table provides information relating to the Company's repurchase of common stock for the nine months ended September 30, 2005:

Month	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced 2000 Board Authorized Dilution Offset Program	Total Number of Shares Purchased as Part of Publicly Announced 1999 Board Authorized Program
First quarter total	3,250,000	\$ 36.93	1,375,000	1,875,000
Second quarter total	2,773,500	\$ 35.42	1,473,500	1,300,000
July 1 through July 31, 2005	—	\$ —	—	—
August 1 through August 31, 2005	1,874,800	\$ 34.88	424,800	1,450,000
September 1 through September 30, 2005	1,101,700	\$ 32.82	100,000	1,001,700
Third quarter total	2,976,500	\$ 34.12	524,800	2,451,700
Year to date total	9,000,000	\$ 35.54	3,373,300	5,626,700

Shares and share prices reflect the impact of a two-for-one stock split effective on January 21, 2005.

In addition, subsequent to the blackout period, from October 31, 2005 through November 3, 2005, the Company repurchased approximately 800,000 shares for approximately \$24 million.

Item 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None

Item 5. OTHER INFORMATION

None.

Item 6. EXHIBITS

- 3.1 Articles of Amendment and Restatement of NCR Corporation as amended May 14, 1999 (incorporated by reference to Exhibit 3.1 from the NCR Corporation Form 10-Q for the period ended June 30, 1999) and Articles Supplementary of NCR Corporation (incorporated by reference to Exhibit 3.1 from the NCR Corporation Annual Report on Form 10-K for the year ended December 31, 1996 (the "1996 NCR Annual Report")).
- 3.2 Bylaws of NCR Corporation, as amended and restated on April 27, 2005 (incorporated by reference to Exhibit 3.1 to the Current Report on Form 8-K dated May 2, 2005).
- 4.1 Common Stock Certificate of NCR Corporation (incorporated by reference to Exhibit 4.1 from the NCR Corporation Annual Report on Form 10-K for the year ended December 31, 1999).
- 4.2 Preferred Share Purchase Rights Plan of NCR Corporation, dated as of December 31, 1996, by and between NCR Corporation and The First National Bank of Boston (incorporated by reference to Exhibit 4.2 from the 1996 NCR Annual Report).
- 4.3 NCR Corporation hereby agrees to furnish the Securities and Exchange Commission, upon its request, a copy of any instrument which defines the rights of holders of long-term debt of NCR Corporation and all of its subsidiaries for which consolidated or unconsolidated financial statements are required to be filed, and which does not exceed 10% of the total assets of NCR Corporation and its subsidiaries on a consolidated basis.
- 4.4 Indenture, dated as of June 1, 2002, between NCR Corporation and The Bank of New York (incorporated by reference to Exhibit 4.4 to the June 30, 2002 Form 10-Q).
- 4.5 Registration Rights Agreement, dated June 6, 2002, by and between NCR Corporation and Salomon Smith Barney Inc., Banc One Capital Markets, Inc., BNY Capital Markets, Inc., Fleet Securities, Inc., J.P. Morgan Securities Inc. and McDonald Investments Inc., relating to \$300,000,000 principal amount of 7.125% Senior Notes due 2009 (incorporated by reference to Exhibit 4.5 to the June 30, 2002 Form 10-Q).

[Table of Contents](#)

- 4.6(a-c) Terms of 7.125% Senior Notes due 2009, including the form of notes (incorporated by reference to Exhibits 4.6(a-c) to the June 30, 2002 Form 10-Q).
- 10.1 Employment Agreement with James M. Ringler, dated July 11, 2005 (incorporated by reference to Exhibit 10.1 to the Current Report on Form 8-K dated July 13, 2005).
- 10.2 Stock Option Agreement with James M. Ringler, dated July 11, 2005 (incorporated by reference to Exhibit 10.2 to the Current Report on Form 8-K dated July 13, 2005).
- 10.3 Employment Agreement with William Nuti, dated July 29, 2005 (incorporated by reference to Exhibit 10.1 to the Current Report on Form 8-K dated August 2, 2005).
- 10.4 Summary of Nuti Employment Agreement (incorporated by reference to Exhibit 99.1 to the Current Report on Form 8-K dated August 2, 2005).
- 31.1 Certification pursuant to 18 U.S.C Section 1350 as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 dated November 4, 2005.
- 31.2 Certification pursuant to 18 U.S.C Section 1350 as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 dated November 4, 2005.
- 32 Certification pursuant to 18 U.S.C Section 1350 as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 dated November 4, 2005.

NCR and Teradata are either registered trademarks or trademarks of NCR International, Inc. in the United States and/or other countries. NCR FastLane and RealPOS are either registered trademarks or trademarks of NCR Corporation in the United States and/or in other countries.

SIGNATURES

Pursuant to the requirements of Section 13 or 15 (d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: November 4, 2005

NCR CORPORATION

By: /s/ Peter J. Bocian

Peter J. Bocian
Senior Vice President and Chief Financial Officer

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER
PURSUANT TO SECURITIES
EXCHANGE ACT RULE 13a-14**

I, William Nuti, certify that:

1. I have reviewed this quarterly report on Form 10-Q of NCR Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
 - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 4, 2005

/s/ William Nuti

William Nuti
President and Chief Executive Officer

**CERTIFICATION OF CHIEF FINANCIAL OFFICER
PURSUANT TO SECURITIES
EXCHANGE ACT RULE 13a-14**

I, Peter Bocian, certify that:

1. I have reviewed this quarterly report on Form 10-Q of NCR Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
 - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 4, 2005

/s/ Peter Bocian

Peter Bocian
Senior Vice President and Chief Financial Officer

**CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of NCR Corporation, a Maryland corporation (the "Company"), on Form 10-Q for the period ending September 30, 2005 as filed with the U.S. Securities and Exchange Commission on the date hereof (the "Report"), each of the undersigned officers of the Company does hereby certify, pursuant to 18 U.S.C. § 1350 (section 906 of the Sarbanes-Oxley Act of 2002), that:

- (1) the Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) the information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

The foregoing certification (i) is given to such officers' knowledge, based upon such officers' investigation as such officers reasonably deem appropriate; and (ii) is being furnished solely pursuant to 18 U.S.C. § 1350 (section 906 of the Sarbanes-Oxley Act of 2002) and is not being filed as part of the Report or as a separate disclosure document.

Dated: November 4, 2005

/s/ William Nuti

William Nuti
President and Chief Executive Officer

Dated: November 4, 2005

/s/ Peter Bocian

Peter Bocian
Senior Vice President and Chief Financial Officer

A signed original of this written statement required by Section 906, or other document authenticating, acknowledging, or otherwise adopting the signatures that appear in typed form within the electronic version of this written statement required by Section 906, has been provided to NCR Corporation and will be retained by NCR Corporation and furnished to the United States Securities and Exchange Commission or its staff upon request.