



SCSK Corporation  
Supplementary Information (Data Book)  
2011/4/1-2012/3/31

---

# Index

## **Financial Review【Consolidated】**

I.	External Sales and Operating Income by Reported Segments - Quarterly trends [full year pro forma comparison]	1
II.	Sales by segment-Quarterly trends [full year pro forma comparison]	2
III.	Sales by customer industry [second half pro forma comparison]	3
IV.	Sales by segment & customer industry (Software Development) [second half pro forma comparison]	4
V.	Sales by segment & customer industry (Information Processing) [second half pro forma comparison]	5
VI.	Sales by segment & customer industry (Packaged Software/Hardware Sales) [second half pro forma comparison]	6
VII.	Amount of incoming orders accepted and backlog (Software Development) [second half pro forma comparison]	7
VIII.	Sales to Sumitomo Corporation and Sumitomo Group Companies [second half pro forma comparison]	7
IX.	Quarterly trends [full year pro forma comparison]	8
X.	Quarterly trends	9
XI.	Financial Statements	
	Income Statement (Consolidated) , Cost of sales , SG&A	10
	Balance Sheet (Consolidated)	11
	Statement of Cash Flows (Consolidated)	12

## **Financial Data**

I.	Results of Operations and Forecasts (Consolidated)	13
II.	BPS, EPS and others (Consolidated)	14
III.	Capital expenditure, depreciation & amortization/R&D (Consolidated)	15
IV.	Group companies	16
V.	Customers	17
VI.	Reference) Sales by customer industry(pro forma comparison)	18

## **Caution Concerning Forward-Looking Statements**

- This information is intended to provide information about the Group's performance and business strategy and is not intended to solicit the purchase or sale of shares in Group companies.
- Estimates, targets and outlooks included in this report are forward-looking statements based on information available as of the date of publication. Results and outcomes may differ materially from the forward-looking statements and no guarantee is made that targets will be reached. All such statements are subject to change without notice.
- SCSK cannot be held responsible for losses resulting from information contained in this report. This report should not be reproduced or retransmitted without authorization.

**I. External Sales and Operating Income by Reported Segments - Quarterly trends [full year pro forma comprison]**

2011/3: SCS(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-2012 Mar.)  
2012/3: SCSK(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

(Millions of yen)

2012/3	Q1		Q2		Q3		Q4	
	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income
Distribution & Manufacturing System Solution	7,657	△ 41	9,615	601	7,743	△ 3	11,195	1,413
	12.7	-	14.2	-	11.9	-	14.8	-
Financial System & ERP Solution	4,478	△ 179	4,858	4	4,558	△ 59	5,229	555
	7.4	-	7.2	-	7.0	-	6.9	-
Global Solution	3,726	397	3,776	505	3,673	472	4,285	664
	6.2	-	5.6	-	5.7	-	5.7	-
IT Platform Solution	10,416	207	11,479	860	11,445	829	16,194	1,717
	17.2	-	17.0	-	17.6	-	21.4	-
Systems Development	15,406	937	19,012	1,408	19,559	1,679	18,416	1,385
	25.5	-	28.1	-	30.1	-	24.3	-
IT Management	8,707	846	8,463	722	7,912	979	8,891	797
	14.4	-	12.5	-	12.2	-	11.7	-
BPO	7,363	△ 141	7,787	94	7,845	26	7,763	96
	12.2	-	11.5	-	12.1	-	10.3	-
Prepaid Card Business	858	215	780	171	742	119	980	292
	1.4	-	1.2	-	1.1	-	1.3	-
Others	1,810	△ 6	1,790	108	1,513	18	2,764	341
	3.0	-	2.7	-	2.3	-	3.6	-
Adjustments	-	△ 196	-	△ 244	-	△ 493	-	△ 174
	-	-	-	-	-	-	-	-
Total	60,424	2,038	67,564	4,231	64,994	3,568	75,722	7,089
	100.0	-	100.0	-	100.0	-	100.0	-

1st half		2nd half		Total	
External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income
17,272	559	18,939	1,410	36,212	1,970
13.5	-	13.5	-	13.5	-
9,337	△ 174	9,787	496	19,124	321
7.3	-	7.0	-	7.1	-
7,502	903	7,959	1,137	15,461	2,040
5.9	-	5.7	-	5.8	-
21,896	1,067	27,640	2,547	49,536	3,615
17.1	-	19.6	-	18.4	-
34,418	2,345	37,976	3,064	72,394	5,410
26.9	-	27.0	-	26.9	-
17,171	1,568	16,803	1,776	33,974	3,345
13.4	-	11.9	-	12.6	-
15,151	△ 46	15,609	122	30,761	76
11.8	-	11.1	-	11.5	-
1,638	386	1,722	411	3,361	797
1.3	-	1.2	-	1.3	-
3,601	101	4,278	359	7,879	460
2.8	-	3.0	-	2.9	-
-	△ 441	-	△ 668	-	△ 1,110
-	-	-	-	-	-
127,989	6,270	140,716	10,657	268,706	16,927
100.0	-	100.0	-	100.0	-

2011/3	Q1		Q2		Q3		Q4	
	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income
Distribution & Manufacturing System Solution	8,408	183	8,571	369	8,000	260	10,747	1,180
	13.2	-	12.8	-	12.5	-	13.7	-
Financial System & ERP Solution	5,305	41	5,271	△ 141	5,125	△ 48	6,541	362
	8.3	-	7.8	-	8.0	-	8.4	-
Global Solution	3,757	421	4,223	493	4,965	527	4,808	553
	5.9	-	6.3	-	7.7	-	6.1	-
IT Platform Solution	12,260	751	11,660	689	11,386	566	13,875	1,268
	19.3	-	17.4	-	17.7	-	17.7	-
Systems Development	15,808	△ 191	18,299	1,493	15,940	975	21,017	2,305
	24.8	-	27.3	-	24.8	-	26.9	-
IT Management	8,165	209	8,404	598	8,526	424	8,816	716
	12.8	-	12.5	-	13.3	-	11.3	-
BPO	7,441	102	7,865	47	7,920	32	8,281	391
	11.7	-	11.7	-	12.3	-	10.6	-
Prepaid Card Business	925	165	790	172	838	161	871	57
	1.5	-	1.2	-	1.3	-	1.1	-
Others	1,598	△ 243	2,015	△ 70	1,504	△ 27	3,284	338
	2.5	-	3.0	-	2.4	-	4.2	-
Adjustments	-	△ 204	-	△ 235	-	△ 334	-	△ 285
	-	-	-	-	-	-	-	-
Total	63,671	1,236	67,102	3,417	64,207	2,539	78,245	6,889
	100.0	-	100.0	-	100.0	-	100.0	-

1st half		2nd half		Total	
External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income	External Sales Composition(%)	Operating Income
16,980	553	18,748	1,441	35,729	1,994
13.0	-	13.2	-	13.1	-
10,576	△ 100	11,666	314	22,243	214
8.1	-	8.2	-	8.1	-
7,981	915	9,774	1,081	17,755	1,996
6.1	-	6.8	-	6.5	-
23,920	1,440	25,261	1,835	49,182	3,276
18.3	-	17.7	-	18.0	-
34,108	1,301	36,958	3,280	71,066	4,582
26.1	-	25.9	-	26.0	-
16,570	808	17,343	1,141	33,913	1,949
12.7	-	12.2	-	12.4	-
15,306	150	16,202	424	31,508	574
11.7	-	11.4	-	11.5	-
1,715	337	1,709	218	3,425	556
1.3	-	1.2	-	1.3	-
3,613	△ 314	4,788	311	8,402	△ 2
2.7	-	3.4	-	3.1	-
-	△ 440	-	△ 620	-	△ 1,060
-	-	-	-	-	-
130,774	4,653	142,453	9,428	273,227	14,082
100.0	-	100.0	-	100.0	-

Increase/Decrease Upper:Amount Lower:Rate	Q1		Q2		Q3		Q4	
	External Sales	Operating Income	External Sales	Operating Income	External Sales	Operating Income	External Sales	Operating Income
Distribution & Manufacturing System Solution	△ 751	△ 224	1,043	231	△ 257	△ 263	448	233
	△ 8.9	N.A.	12.2	62.6	△ 3.2	N.A.	4.2	19.8
Financial System & ERP Solution	△ 827	△ 220	△ 412	146	△ 567	△ 11	△ 1,311	193
	△ 15.6	N.A.	△ 7.8	N.A.	△ 11.1	N.A.	△ 20.1	53.3
Global Solution	△ 31	△ 23	△ 447	11	△ 1,291	△ 54	△ 523	110
	△ 0.8	△ 5.6	△ 10.6	2.4	△ 26.0	△ 10.4	△ 10.9	19.9
IT Platform Solution	△ 1,844	△ 543	△ 180	170	58	262	2,319	449
	△ 15.0	△ 72.4	△ 1.5	24.8	0.5	46.4	16.7	35.4
Systems Development	△ 401	1,129	712	△ 84	3,619	703	△ 2,601	△ 919
	△ 2.5	N.A.	△ 5.7	△ 5.7	22.7	72.1	△ 12.4	△ 39.9
IT Management	541	636	58	123	△ 613	554	74	80
	6.6	303.1	0.7	20.7	△ 7.2	130.6	0.8	11.3
BPO	△ 77	△ 244	△ 77	47	△ 74	△ 6	△ 517	△ 295
	△ 1.0	N.A.	△ 1.0	99.2	△ 0.9	△ 18.7	△ 6.3	△ 75.4
Prepaid Card Business	△ 67	49	△ 10	△ 1	△ 95	△ 42	108	234
	△ 7.2	30.1	△ 1.3	△ 0.8	△ 11.4	△ 26.4	12.5	411.3
Others	212	236	△ 224	179	8	45	△ 519	2
	13.3	N.A.	△ 11.2	N.A.	0.6	N.A.	△ 15.8	0.7
Adjustments	-	7	-	△ 9	-	△ 159	-	110
	-	N.A.	-	N.A.	-	N.A.	-	N.A.
Total	△ 3,247	802	461	814	786	1,028	△ 2,522	199
	△ 5.1	64.9	0.7	23.8	1.2	40.5	△ 3.2	2.9

1st half		2nd half		Total	
External Sales	Operating Income	External Sales	Operating Income	External Sales	Operating Income
291	6	191	△ 30	483	△ 24
1.7	1.2	1.0	△ 2.1	1.4	△ 1.2
△ 1,239	△ 74	△ 1,879	181	△ 3,118	106
△ 11.7	N.A.	△ 16.1	57.7	△ 14.0	49.8
△ 479	△ 11	△ 1,815	55	△ 2,294	43
△ 6.0	△ 1.3	△ 18.6	5.2	△ 12.9	2.2
△ 2,024	△ 373	2,378	712	354	339
△ 8.5	△ 25.9	9.4	38.8	0.7	10.4
310	1,044	1,018	△ 216	1,328	828
0.9	80.2	2.8	△ 6.6	1.9	18.1
600	760	△ 539	635	60	1,395
3.6	94.0	△ 3.1	55.7	0.2	71.6
△ 155	△ 197	△ 592	△ 301	△ 747	△ 498
△ 1.0	N.A.	△ 3.7	△ 71.1	△ 2.4	△ 86.8
△ 77	48	12	192	△ 64	240
△ 4.5	14.3	0.8	87.8	△ 1.9	43.2
△ 12	415	△ 510	47	△ 523	463
△ 0.3	N.A.	△ 10.7	15.3	△ 6.2	N.A.
-	△ 1	-	△ 48	-	△ 49
-	N.A.	-	N.A.	-	N.A.
△ 2,785	1,617	△ 1,736	1,228	△ 4,521	2,845
△ 2.1	34.7	△ 1.2	13.0	△ 1.7	20.2

\* Figures for FY2011/3 are the simple sum of reported figures of SCS and CSK for the full-year of FY2011/3. Figures for FY2012/3 are the sum of reported figures of SCSK for the full-year of FY2012/3 and the reported figures of CSK for the 1st half of FY20

\* Adjustments for operating income have been made in unallocated general corporate expenses and other

\* We made a partial amendment in external sales and operating income of the previous fiscal year due to the rearrangement of reported segmen

## II. Sales by segment-Quarterly trends [full year pro forma comprison]

2011/3: SCS(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-2012 Mar.)  
 2012/3: SCSK(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

(Millions of yen)

		Q1		Q2		Q3		Q4		1st half		2nd half		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
2012/3	Sales	60,424	100.0	67,564	100.0	64,994	100.0	75,722	100.0	127,989	100.0	140,716	100.0	268,706	100.0
	Software Development	22,048	36.5	26,153	38.7	25,771	39.7	27,778	36.7	48,202	37.7	53,550	38.1	101,752	37.9
	Information Processing	24,562	40.6	25,862	38.3	25,579	39.4	26,710	35.3	50,424	39.4	52,290	37.2	102,715	38.2
	Packaged Software/ Hardware Sales	12,956	21.4	14,767	21.9	12,900	19.8	20,252	26.7	27,723	21.7	33,153	23.6	60,876	22.7
	Prepaid Card Business / Others	858	1.4	780	1.2	742	1.1	980	1.3	1,638	1.3	1,722	1.2	3,361	1.3
			Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount
2011/3	Sales	63,671	100.0	67,102	100.0	64,207	100.0	78,245	100.0	130,774	100.0	142,453	100.0	273,227	100.0
	Software Development	22,394	35.2	25,902	38.6	23,744	37.0	31,391	40.1	48,297	36.9	55,136	38.7	103,433	37.9
	Information Processing	25,177	39.5	25,862	38.5	25,481	39.7	27,115	34.7	51,040	39.0	52,597	36.9	103,637	37.9
	Packaged Software/ Hardware Sales	14,936	23.5	14,417	21.5	14,132	22.0	18,859	24.1	29,354	22.4	32,991	23.2	62,345	22.8
	Prepaid Card Business / Others	1,162	1.8	919	1.4	849	1.3	878	1.1	2,082	1.6	1,727	1.2	3,810	1.4
			Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount
Increase /Decrease	Sales	△ 3,247	△5.1	461	0.7	786	1.2	△ 2,522	△ 3.2	△ 2,785	△2.1	△ 1,736	△1.2	△ 4,521	△1.7
	Software Development	△ 346	△1.5	250	1.0	2,026	8.5	△ 3,612	△ 11.5	△ 95	△0.2	△ 1,585	△2.9	△ 1,681	△1.6
	Information Processing	△ 615	△2.4	0	△0.0	98	0.4	△ 405	△ 1.5	△ 615	△1.2	△ 306	△0.6	△ 922	△0.9
	Packaged Software/ Hardware Sales	△ 1,980	△13.3	349	2.4	△ 1,231	△8.7	1,393	7.4	△ 1,630	△5.6	161	0.5	△ 1,468	△2.4
	Prepaid Card Business / Others	△ 304	△26.2	△ 139	△15.1	△ 107	△12.6	102	11.6	△ 444	△21.3	△ 5	△0.3	△ 449	△11.8
			Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount

\* Figures for FY2011/3 are the simple sum of reported figures of SCS and CSK for the full-year of FY2011/3.

Figures for FY2012/3 are the sum of reported figures of SCSK for the full-year of FY2012/3 and the reported figures of CSK for the 2st half of FY 2012/3

### III. Sales by customer industry [second half pro forma comparison]

2011/3: SCS(2011 Apr.-2012 Mar.) +CSK(2011 Oct.-2012 Mar.)  
 2012/3: SCSK(2011 Apr.-2012 Mar.)

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	55,859	27.2	59,379	29.6	3,520	6.3
Distributors	39,498	19.3	37,783	18.9	△ 1,714	△ 4.3
Financial Institutions	37,972	18.5	35,729	17.8	△ 2,242	△ 5.9
Banks	11,736	5.7	12,224	6.1	488	4.2
Securities Firms	4,746	2.3	5,182	2.6	436	9.2
Shopping Credit/ Leasing Companies	8,577	4.2	5,299	2.6	△ 3,277	△ 38.2
Insurance Companies	12,912	6.3	13,022	6.5	109	0.9
Communications/Transportation	25,808	12.6	24,012	12.0	△ 1,795	△ 7.0
Utilities	2,767	1.3	2,109	1.1	△ 657	△ 23.8
Services	27,149	13.2	25,610	12.8	△ 1,538	△ 5.7
Others	16,016	7.8	15,700	7.8	△ 315	△ 2.0
Total	205,071	100.0	200,326	100.0	△ 4,744	△ 2.3

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

\* We made a partial amendment in previously disclosed data.

#### IV. Sales by segment & customer industry (Software Development) [second half pro forma comparison]

2011/3: SCS(2011 Apr.-2012 Mar.) + CSK(2011 Oct.-2012 Mar.)
2012/3: SCSK(2011 Apr.-2012 Mar.)

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	19,908	26.1	20,843	28.3	935	4.7
Distributors	11,785	15.5	12,047	16.3	262	2.2
Financial Institutions	26,244	34.4	24,355	33.0	△ 1,889	△ 7.2
Banks	7,579	9.9	8,200	11.1	621	8.2
Securities Firms	2,202	2.9	2,908	3.9	706	32.1
Shopping Credit/ Leasing Companies	5,211	6.8	2,046	2.8	△ 3,164	△ 60.7
Insurance Companies	11,251	14.8	11,199	15.2	△ 51	△ 0.5
Communications/Transportation	6,766	8.9	6,026	8.2	△ 740	△ 10.9
Utilities	2,312	3.0	1,598	2.2	△ 713	△ 30.9
Services	7,846	10.3	7,550	10.2	△ 295	△ 3.8
Others	1,414	1.9	1,349	1.8	△ 65	△ 4.7
<b>Total</b>	<b>76,279</b>	<b>100.0</b>	<b>73,771</b>	<b>100.0</b>	<b>△ 2,507</b>	<b>△ 3.3</b>

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

\* We made a partial amendment in previously disclosed data.

## V. Sales by segment & customer industry (Information Processing) [second half pro forma comparison]

2011/3: SCS(2011 Apr.-2012 Mar.) +CSK(2011 Oct.-2012 Mar.)
2012/3: SCSK(2011 Apr.-2012 Mar.)

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	18,219	25.8	18,867	26.9	647	3.6
Distributors	17,836	25.2	16,828	24.0	△ 1,008	△ 5.7
Financial Institutions	8,399	11.9	8,077	11.5	△ 321	△ 3.8
Banks	2,377	3.4	2,409	3.4	32	1.4
Securities Firms	2,194	3.1	1,733	2.5	△ 460	△ 21.0
Shopping Credit/ Leasing Companies	2,486	3.5	2,447	3.5	△ 38	△ 1.6
Insurance Companies	1,341	1.9	1,487	2.1	145	10.8
Communications/Transportation	10,474	14.8	10,356	14.7	△ 118	△ 1.1
Utilities	326	0.5	252	0.4	△ 73	△ 22.7
Services	9,522	13.5	9,998	14.2	476	5.0
Others	5,867	8.3	5,872	8.4	4	0.1
<b>Total</b>	<b>70,646</b>	<b>100.0</b>	<b>70,252</b>	<b>100.0</b>	<b>△ 394</b>	<b>△ 0.6</b>

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

\* We made a partial amendment in previously disclosed data.



## VI. Sales by segment & customer industry (Packaged Software/Hardware Sales) [second half pro forma comparison]

2011/3: SCS(2011 Apr.-2012 Mar.) + CSK(2011 Oct.-2012 Mar.)  
 2012/3: SCSK(2011 Apr.-2012 Mar.)

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	17,731	31.4	19,668	36.0	1,937	10.9
Distributors	9,876	17.5	8,907	16.3	△ 968	△ 9.8
Financial Institutions	3,328	5.9	3,296	6.0	△ 31	△ 1.0
Banks	1,779	3.2	1,614	3.0	△ 164	△ 9.3
Securities Firms	350	0.6	540	1.0	190	54.5
Shopping Credit/ Leasing Companies	879	1.6	805	1.5	△ 74	△ 8.4
Insurance Companies	319	0.6	335	0.6	16	5.2
Communications/Transportation	8,566	15.2	7,629	14.0	△ 937	△ 10.9
Utilities	128	0.2	258	0.5	130	100.8
Services	9,780	17.3	8,061	14.8	△ 1,718	△ 17.6
Others	7,005	12.4	6,756	12.4	△ 248	△ 3.5
<b>Total</b>	<b>56,417</b>	<b>100.0</b>	<b>54,579</b>	<b>100.0</b>	<b>△ 1,837</b>	<b>△ 3.3</b>

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

\* We made a partial amendment in previously disclosed da

## VII . Amount of incoming orders and backlog (Software Development) [second half pro forma comparison]

2011/3: SCS (2011 Apr.-2012 Mar.) + CSK (2011 Oct.-2012 Mar.)  
2012/3: SCSK (2011 Apr.-2012 Mar.)

(Millions of yen)

		Q1 (4/1~6/30)	Q2 (7/1~9/30)	Q3 (10/1~12/31)	Q4 (1/1~3/31)
2012/3	Incoming orders	10,806	8,412	23,122	30,935
	Backlog	9,666	7,492	21,591	24,747
2011/3	Incoming orders	11,568	11,607	23,460	28,615
	Backlog	9,635	10,280	27,806	25,030

\* Figures for FY2012/3 are prepared for managerial purposes.

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

\* Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

2011/3: SCS (2011 Apr.-2012 Mar.) + CSK (2011 Oct.-2012 Mar.)  
2012/3: SCSK (2011 Apr.-2012 Mar.)

## VII . Sales to Sumitomo Corporation and Sumitomo Group Companies [second half pro forma comparison] (Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
<b>Sumitomo Corporation</b>	14,478	7.1	14,112	7.0	Δ 366	Δ 2.5
<b>Sumitomo Group Companies</b>	49,677	24.2	48,047	24.0	Δ 1,630	Δ 3.3

\* Figures for FY2011/3 are the sum of reported figures of SCS for the full-year of FY2011/3 and reported figures of CSK for the 2nd half of FY2011/3.

Figures for FY2012/3 are the reported figures of SCSK for the full-year of FY2012/3.

\* Sumitomo Group includes Sumitomo Corporation and its Group Companies

## IX . Quarterly trends [full year pro forma comparison]

(Millions of yen)

2011/3: SCS(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-2012 Mar.)  
2012/3: SCSK(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

Figures in brackets show percentage out of quarterly sales.

2012/3	Q1 ( 2011.4~6 )		Q2 ( 2011.7~9 )		Q3 ( 2011.10~12 )		Q4 ( 2012.1~3 )		1st half ( 2011.4~9 )		2nd half ( 2011.10~2012.3 )		Total ( 2011.4~2012.3 )	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	60,424	100.0	67,564	100.0	64,994	100.0	75,722	100.0	127,989	100.0	140,716	100.0	268,706
Cost of sales	46,975	77.7	52,080	77.1	50,190	77.2	57,410	75.8	99,055	77.4	107,600	76.5	206,656	76.9
Gross Profit	13,449	22.3	15,484	22.9	14,804	22.8	18,311	24.2	28,933	22.6	33,115	23.5	62,049	23.1
S.G.&A.Expenses	11,411	18.9	11,252	16.7	11,236	17.3	11,222	14.8	22,663	17.7	22,458	16.0	45,122	16.8
Operating Income	2,038	3.4	4,231	6.3	3,568	5.5	7,089	9.4	6,270	4.9	10,657	7.6	16,927	6.3
Ordinary Income	4,857	8.0	4,112	6.1	3,552	5.5	7,974	10.5	8,969	7.0	11,526	8.2	20,495	7.6
Income before income taxes	4,772	7.9	3,274	4.8	1,798	2.8	△ 3,073	△ 4.1	8,047	6.3	△ 1,274	△ 0.9	6,772	2.5
Net Income	2,964	4.9	2,445	3.6	18,502	28.5	4,032	5.3	5,409	4.2	22,535	16.0	27,944	10.4

2011/3	Q1 ( 2010.4~6 )		Q2 ( 2010.7~9 )		Q3 ( 2010.10~12 )		Q4 ( 2011.1~3 )		1st half ( 2010.4~9 )		2nd half ( 2010.10~2011.3 )		Total ( 2011.4~2012.3 )	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	63,671	100.0	67,102	100.0	64,207	100.0	78,245	100.0	130,774	100.0	142,453	100.0	273,227
Cost of sales	49,749	78.1	51,386	76.6	50,148	78.1	60,060	76.8	101,136	77.3	110,207	77.4	211,344	77.4
Gross Profit	13,922	21.9	15,716	23.4	14,059	21.9	18,185	23.2	29,638	22.7	32,245	22.6	61,883	22.6
S.G.&A.Expenses	12,685	19.9	12,298	18.3	11,520	17.9	11,295	14.4	24,984	19.1	22,816	16.0	47,801	17.5
Operating Income	1,236	1.9	3,417	5.1	2,539	4.0	6,889	8.8	4,653	3.6	9,428	6.6	14,082	5.2
Ordinary Income	1,372	2.2	1,674	2.5	2,305	3.6	5,268	6.7	3,046	2.3	7,573	5.3	10,619	3.9
Income before income taxes	△ 7,773	△ 12.2	993	1.5	1,393	2.2	1,183	1.5	△ 6,779	△ 5.2	2,576	1.8	△ 4,203	△ 2.8
Net Income	△ 7,408	△ 11.6	1,133	1.7	△ 293	△ 0.5	2,600	3.3	△ 6,274	△ 4.8	2,306	1.6	△ 3,967	△ 3.4

Increase / Decrease	Q1		Q2		Q3		Q4		1st half		2nd half		Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	△ 3,247	△ 5.1	461	0.7	786	1.2	△ 2,522	△ 3.2	△ 2,785	△ 2.1	△ 1,736	△ 1.2	△ 4,521
Cost of sales	△ 2,774	△ 5.6	693	1.3	41	0.1	△ 2,649	△ 4.4	△ 2,081	△ 2.1	△ 2,606	△ 2.4	△ 4,688	△ 2.2
Gross Profit	△ 472	△ 3.4	△ 232	△ 1.5	744	5.3	126	0.7	△ 704	△ 2.4	870	2.7	166	0.3
S.G.&A.Expenses	△ 1,274	△ 10.0	△ 1,046	△ 8.5	△ 284	△ 2.5	△ 72	△ 0.6	△ 2,321	△ 9.3	△ 357	△ 1.6	△ 2,679	△ 5.6
Operating Income	802	64.9	814	23.8	1,028	40.5	200	2.9	1,617	34.7	1,228	13.0	2,845	20.2
Ordinary Income	3,485	254.0	2,437	145.6	1,247	54.1	2,705	51.4	5,922	194.4	3,953	52.2	9,875	93.0
Income before income taxes	12,545	N.A.	2,281	229.5	405	29.1	△ 4,256	N.A.	14,826	N.A.	△ 3,851	N.A.	10,975	N.A.
Net Income	10,372	N.A.	1,311	115.7	18,796	N.A.	1,432	55.1	11,683	N.A.	20,228	876.9	31,912	N.A.

\* Figures for FY2011/3 are the simple sum of reported figures of SCS and CSK for the full-year of FY2011/3. Figures for FY2012/3 are the sum of reported figures of SCSK for the full-year of FY2012/3 and the reported figures of CSK for the 1st half of FY2012/3.

## X . Quarterly trends

2011/3 : SCS(2011 Apr.-2012 Mar.)  
2012/3 : SCSK(2011 Apr.-2012 Mar.)

(Millions of yen)

Figures in brackets show percentage out of quarterly sales.

2012/3	Q1 ( 2011.4~6 )		Q2 ( 2011.7~9 )		Q3 ( 2011.10~12 )		Q4 ( 2012.1~3 )		1st half ( 2011.4~9 )		2nd half ( 2011.10~2012.3 )		Total ( 2011.4~2012.3 )	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	28,089	100.0	31,520	100.0	64,994	100.0	75,722	100.0	59,609	100.0	124,604	100.0	200,326
Cost of sales	22,297	79.4	24,058	76.3	50,190	77.2	57,410	75.8	46,355	77.8	96,546	77.5	153,956	76.9
Gross Profit	5,791	20.6	7,462	23.7	14,804	22.8	18,311	24.2	13,254	22.2	28,058	22.5	46,370	23.1
S.G.&A.Expenses	5,512	19.6	5,518	17.5	11,236	17.3	11,222	14.8	11,031	18.5	22,267	17.9	33,490	16.7
Operating Income	279	1.0	1,943	6.2	3,568	5.5	7,089	9.4	2,222	3.7	5,790	4.6	12,879	6.4
Ordinary Income	2,637	9.4	2,495	7.9	3,552	5.5	7,974	10.5	5,132	8.6	8,684	7.0	16,659	8.3
Income before income taxes	2,577	9.2	2,459	7.8	1,798	2.8	△ 3,073	N.A.	5,036	8.4	6,835	5.5	3,761	1.9
Net Income	1,520	5.4	1,613	5.1	18,502	28.5	4,032	5.3	3,134	5.3	21,636	17.4	25,669	12.8

2011/3	Q1 ( 2010.4~6 )		Q2 ( 2010.7~9 )		Q3 ( 2010.10~12 )		Q4 ( 2011.1~3 )		1st half ( 2010.4~9 )		2nd half ( 2010.10~2011.3 )		Total ( 2011.4~2012.3 )	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	31,069	100.0	31,548	100.0	30,971	100.0	39,250	100.0	62,618	100.0	93,589	100.0	132,840
Cost of sales	24,296	78.2	24,785	78.6	24,366	78.7	30,344	77.3	49,081	78.4	73,447	78.5	103,792	78.1
Gross Profit	6,773	21.8	6,763	21.4	6,604	21.3	8,906	22.7	13,536	21.6	20,141	21.5	29,048	21.9
S.G.&A.Expenses	5,605	18.0	5,469	17.3	5,464	17.6	5,431	13.8	11,075	17.7	16,540	17.7	21,971	16.5
Operating Income	1,167	3.8	1,293	4.1	1,140	3.7	3,475	8.9	2,461	3.9	3,601	3.8	7,076	5.3
Ordinary Income	1,266	4.1	1,320	4.2	1,210	3.9	3,545	9.0	2,587	4.1	3,798	4.1	7,343	5.5
Income before income taxes	1,494	4.8	1,153	3.7	1,081	3.5	3,225	8.2	2,647	4.2	3,729	4.0	6,954	5.2
Net Income	923	3.0	617	2.0	628	2.0	1,633	4.2	1,541	2.5	2,170	2.3	3,803	2.9

Increase / Decrease	Q1		Q2		Q3		Q4		1st half		2nd half		Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	△ 2,980	△ 9.6	△ 28	△ 0.1	34,023	109.9	36,471	92.9	△ 3,008	△ 4.8	31,014	33.1	67,486
Cost of sales	△ 1,998	△ 8.2	△ 726	△ 2.9	25,823	106.0	27,066	89.2	△ 2,725	△ 5.6	23,098	31.4	50,164	48.3
Gross Profit	△ 981	△ 14.5	698	10.3	8,199	124.1	9,405	105.6	△ 282	△ 2.1	7,916	39.3	17,321	59.6
S.G.&A.Expenses	△ 92	△ 1.7	48	0.9	5,771	105.6	5,791	106.6	△ 43	△ 0.4	5,727	34.6	11,518	52.4
Operating Income	△ 888	△ 76.1	649	50.2	2,428	213.0	3,614	104.0	△ 239	△ 9.7	2,188	60.8	5,803	82.0
Ordinary Income	1,370	108.2	1,174	88.9	2,341	193.5	4,428	124.9	2,545	98.4	4,886	128.7	9,315	126.8
Income before income taxes	1,082	72.4	1,306	113.3	717	66.3	△ 6,298	N.A.	2,389	90.2	3,106	83.3	△ 3,192	△ 45.9
Net Income	596	64.6	996	161.3	17,873	2,842.2	2,399	146.9	1,592	103.4	19,466	897.1	21,866	574.9

\* Figures of CSK before the merger date (October 1, 2011) are not included.

**XI. Financial Statements**
**Income Statement (Consolidated)**

Millions of yen

Accounts	Accounting Period		2011/3		2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)		
I. Net Sales	132,840	100.0	200,326	100.0	67,486	50.8		
II. Cost of sales	103,792	78.1	153,956	76.9	50,164	48.3		
<b>Gross Profit</b>	29,048	21.9	46,370	23.1	17,321	59.6		
III. SG & A	21,971	16.5	33,490	16.7	11,518	52.4		
<b>Operating Income</b>	7,076	5.3	12,879	6.4	5,803	82.0		
IV. Non-operating Income	446	0.3	4,818	2.4	4,372	979.5		
1. Interest income	135		158		23			
2. Dividends income	55		83		27			
3. Equity in earnings of affiliates	163		232		69			
4. Gain on investments in partnership	-		3,592		3,592			
5. Hoard profit of prepaid card	-		590		590			
6. Others	91		160		69			
V. Non-operating Expenses	179	0.1	1,039	0.5	860	480.0		
1. Interest expenses	25		195		169			
2. Loss on investments in partnership	98		-		△ 98			
3. Loss on valuation of investment securities	-		154		154			
4. Settlement package	19		260		240			
5. Foreign exchange losses	23		35		11			
6. Retirement benefit expenses	-		130		130			
7. Others	11		264		252			
<b>Ordinary Income</b>	7,343	5.5	16,659	8.3	9,315	126.8		
VI. Extraordinary Income	516	0.4	146	0.1	△ 369	△ 71.7		
1. Gain on sales of noncurrent assets	1		5		3			
2. Gain on sales of investment securities	508		19		△ 488			
3. Gain on sales of subsidiaries and affiliates' stocks	-		101		101			
4. Gain on sales of memberships	-		10		10			
5. Gain on reversal of subscription rights to shares	5		7		1			
VII. Extraordinary Loss	905	0.7	13,043	6.5	12,138			
1. Loss on retirement of noncurrent assets	110		556		445			
2. Loss on sales of noncurrent assets	3		13		10			
3. Non recurring depreciation on software	28		344		316			
4. Impairment loss	-		2,170		2,170			
5. Loss on sales of membership	6		0		△ 5			
6. Loss on valuation of membership	44		18		△ 25			
7. Loss on sales of investment securities	189		8		△ 181			
8. Loss on valuation of investment securities	-		16		16			
9. Loss on sales of stocks of subsidiaries and affiliates	-		1		1			
10. Loss on adjustment for changes of accounting standard for asset retirement obligations	40		-		△ 40			
11. Office transfer related expenses	481		-		△ 481			
12. Merger expenses	-		207		207			
13. Loss on pension investment	-		5,464		5,464			
14. Reorganization expenses of personnel matters system	-		4,240		4,240			
Income before income taxes and minority interests	6,954	5.2	3,761	1.9	△ 3,192	△ 45.9		
Income taxes — current	2,828	2.1	897	0.4	△ 1,931			
Income taxes — deferred	334	0.3	△ 22,784	△ 11.4	△ 23,119			
Total income taxes	3,163	2.4	△ 21,887	△ 10.9	△ 25,050			
Income before minority interests	3,791	2.9	25,649	12.8	21,858	576.5		
Minority interests in gain (loss)	△ 11	0.0	△ 19	0.0	△ 7			
Net income	3,803	2.9	25,669	12.8	21,866	574.9		

**Cost of sales**

Millions of yen

	2011/3		2012/3		Increase/Decrease			
	Amount	%	Amount	%	Amount	YoY changes(%)		
Personnel expenses	19,372	29.9	45,328	39.9	25,955	134.0		
Outsourcing expenses	35,544	54.9	50,066	44.1	14,522	40.9		
Other expenses	9,798	15.1	18,195	16.0	8,397	85.7		
Office rental and upkeep expenses	2,362	3.7	4,247	3.7	1,884	79.8		
Depreciation	1,372	2.1	2,348	2.1	976	71.1		
Materials expenses and others	2,741	4.2	3,021	2.7	280	10.2		
Computer and related expense	1,342	2.1	3,052	2.7	1,709	127.3		
Communications expenses	821	1.3	1,841	1.6	1,020	124.3		
Others	1,157	1.8	3,683	3.2	2,525	218.2		
Total Production costs for the period	64,715	100.0	113,590	100.0	48,875	75.5		
Transfer to other accounts	△ 1,282		△ 2,286		△ 1,003	△ 78.2		
Work in process increase(-),decrease(+)	1,180		1,765		584			
Manufacturing costs (1)	64,612		113,069		48,456	75.0		
Merchandise costs (2)	39,179		40,887		1,707	4.4		
Total Cost of sales (1)+(2)	103,792		153,956		50,164	48.3		

**SG&A**

Millions of yen

	2011/3		2012/3		Increase/Decrease			
	Amount	%	Amount	%	Amount	YoY changes(%)		
Personnel expenses	13,453	10.1	19,997	10.0	6,543	48.6		
Other expenses	8,518	6.4	13,493	6.7	4,974	58.4		
Office rental and upkeep expenses	1,624	1.2	2,873	1.4	1,249	76.9		
Depreciation	889	0.7	1,105	0.6	216	24.3		
Training expenses	222	0.2	386	0.2	163	73.7		
Taxes	623	0.5	1,218	0.6	595	95.5		
Research and development expenses	432	0.3	417	0.2	△ 14	△ 3.4		
Consolidation adjustments account	93	0.1	89	0.0	△ 3	△ 3.8		
Miscellaneous expenses	2,299	1.7	3,611	1.8	1,311	57.1		
Others	2,334	1.8	3,791	1.9	1,456	62.4		
Total SG&A expenses	21,971	16.5	33,490	16.7	11,518	52.4		

**Balance Sheet (Consolidated)**

Accordinging Period Accounts	Millions of yen				
	2011/3		2012/3		Increase/Decrease Amount
	Amount	%	Amount	%	
<b>Assets</b>					
<b>I . Current Assets</b>					
1. Cash and deposits	6,003		28,158		22,155
2. Notes and accounts receivable-trade	29,810		55,942		26,132
3. Lease receivables and investment assets	674		868		193
4. Short-term investment securities	10,211		1,599	△	8,611
5. Operational investment securities	-		35,787		35,787
6. Merchandise and finished goods	2,871		2,923		52
7. Work in process	136		619		482
8. Raw materials and supplies	17		33		15
9. Deferred tax assets	1,698		6,318		4,620
10. Short-term loans receivable	0		17,275		17,275
11. Deposits paid	9,688		36,802		27,113
12. Other	4,012		11,700		7,688
Allowance for doubtful accounts	△ 3		△ 10,818		△ 10,815
Total current assets	65,122	53.7	187,212	62.2	122,090
<b>II . Noncurrent assets</b>					
1. Property, plant and equipment					
(1) Buildings and structures, net	14,208		25,753		11,545
(2) Tools, furniture and fixtures, net	3,107		4,842		1,734
(3) Land	14,667		19,614		4,946
(4) Lease assets, net	782		2,453		1,670
(5) Construction in progress	112		1,041		928
(6) Others, net	-		3		3
Total property, plant and equipment	32,879	27.1	53,708	17.8	20,828
2. Intangible assets					
(1) Goodwill	412		454		42
(2) Other	5,874		7,229		1,354
Total intangible assets	6,286	5.2	7,683	2.6	1,396
3. Investments and other assets					
(1) Investment securities	11,374		15,944		4,570
(2) Long-term prepaid expenses	1,266		2,203		937
(3) Lease and guarantee deposits	2,958		6,580		3,621
(4) Deferred tax assets	49		25,768		25,718
(5) Other	1,484		2,166		681
Allowance for doubtful accounts	△ 138		△ 340		△ 201
Total investments and other assets	16,995	14.0	52,323	17.4	35,328
Total noncurrent assets	56,161	46.3	113,715	37.8	57,553
<b>Total assets</b>	<b>121,284</b>	<b>100.0</b>	<b>300,928</b>	<b>100.0</b>	<b>179,644</b>

Accordinging Period Accounts	Millions of yen				
	2011/3		2012/3		Increase/Decrease ase Amount
	Amount	%	Amount	%	
<b>Liabilities</b>					
<b>I . Current Liabilities</b>					
1. Notes and accounts payable-trade	10,163		16,270		6,107
2. Current portion of long-term loans payable	-		10,000		10,000
3. Lease obligations	851		1,706		855
4. Income taxes payable	1,859		579	△	1,280
5. Provision for bonuses	1,829		5,753		3,924
6. Provision for directors' bonuses	45		66		21
7. Provision for loss on construction contracts	28		261		232
8. Deposits received of prepaid cards	-		59,220		59,220
9. Other	8,657		28,688		20,030
Total current liabilities	23,435	19.3	122,548	40.7	99,112
<b>II . Noncurrent liabilities</b>					
1. Bonds with subscription rights to shares					
2. Long-term loans payable	-		9,860		9,860
3. Lease obligations	1,509		2,910		1,401
4. Deferred tax liabilities	255		-		△ 255
5. Provision for retirement benefits	105		4,190		4,084
6. Provision for directors' retirement benefits	27		53		25
7. Asset retirement obligations	887		1,341		454
8. Long-term lease and guarantee deposited	482		515		33
9. Other	12		88		76
Total noncurrent liabilities	3,280	2.7	53,960	17.9	50,680
Total liabilities	26,715	22.0	176,508	58.7	149,793
<b>Net Assets</b>					
<b>I . Shareholder's equity</b>					
1. Capital Stock					
2. Capital surplus	21,152	17.4	21,152	7.0	-
3. Retained earnings	31,299	25.8	33,152	11.0	1,852
4. Treasury stock	50,373	41.5	73,554	24.4	23,180
Total shareholder's equities	△ 8,717	△ 7.2	△ 8,690	△ 2.9	26
Total accumulated other comprehensive income	94,108	77.6	119,168	39.6	25,060
<b>II . Accumulated other comprehensive income</b>					
1. Valuation difference on available-for-sale securities					
2. Deferred gains or losses on hedges	862	0.7	787	0.3	△ 75
3. Foreign currency translation adjustment	△ 81	△ 0.1	△ 27	△ 0.0	54
Total accumulated other comprehensive income	△ 727	△ 0.6	△ 738	△ 0.2	△ 11
Total net assets	52	0.0	21	0.0	△ 31
<b>III . Subscription rights to shares</b>					
197					
0.2					
190					
0.1					
△ 6					
<b>IV . Minority interests</b>					
209					
0.2					
5,039					
1.7					
4,829					
Total net assets					
94,568					
78.0					
124,419					
41.3					
29,851					
Total liabilities and net assets					
121,284					
100.0					
300,928					
100.0					
179,644					

## Statement of Cash Flows (Consolidated)

Millions of yen

Accounts	Accordinging period		
	2011/3	2012/3	Increase/Decrease
	Amount	Amount	Amount
I Net Cash provided by operating activities			
Income before income taxes and minority interests	6,954	3,761	△ 3,192
Depreciation and amortization	3,430	5,035	1,605
Amortization of goodwill	93	89	△ 3
Impairment loss	—	2,170	2,170
Increase (decrease) in allowance for doubtful accounts	△ 24	△ 37	△ 13
Increase (decrease) in provision for retirement benefits	△ 7	3,973	3,981
Increase (decrease) in provision of allowance for relocation costs of headquarter office	△ 342	—	342
Decrease (increase) in prepaid pension costs	296	660	364
Loss on retirement of noncurrent assets	110	556	445
Loss (gain) on sales of noncurrent assets	1	8	6
Non recurring depreciation on software	28	344	316
Loss (gain) valuation of investment securities	—	171	171
Loss (gain) sales of investment securities	△ 318	△ 25	293
Loss (gain) on sales of stocks of subsidiaries and affiliate	—	△ 100	△ 100
Equity in (earnings) losses of affiliates	△ 163	△ 232	△ 69
Share-based compensation expense	67	22	△ 44
Loss on adjustment for changes of accounting standard for asset retirement obligations	40	—	△ 40
Interest and dividends income	△ 191	△ 242	△ 51
Loss (gain) on investments in partnership	98	△ 3,592	△ 3,690
Decrease (increase) in investment securities for sale	—	4,101	4,101
Decrease (increase) in notes and accounts receivable-trade	△ 4,348	△ 5,075	△ 726
Decrease (increase) in inventories	1,717	2,587	869
Increase (decrease) in accounts payable-trade	△ 877	1,370	2,247
Increase (decrease) in deposits received of prepaid cards	—	2,344	2,344
Directors' bonuses payments	△ 78	△ 47	31
Other, net	2,156	8,923	6,766
Subtotal	8,643	26,769	18,125
Interest and dividends income received	308	340	31
Interest expenses paid	△ 25	△ 186	△ 161
Income taxes paid	△ 1,845	△ 4,673	△ 2,827
Net cash provided by operating activities	7,080	22,249	15,168
II Net cash provided by (used in) investing activities			
Purchase of short-term investment securities	—	△ 2,099	△ 2,099
Proceeds from sales and redemption of securities	—	1,605	1,605
Purchases of property, plant and equipment	△ 3,676	△ 2,911	765
Proceeds from sales of property, plant and equipment	3	1,993	1,990
Purchases of intangible assets	△ 1,729	△ 2,507	△ 778
Purchases of investment securities	△ 1,507	△ 14,218	△ 12,710
Proceeds from sales and redemption of investment securities	2,035	2,028	△ 7
Payments for transfer of business	△ 5	—	5
Proceeds from purchase of business	—	169	169
Proceeds from withdrawal of investments in partnership	10	7,834	7,824
Payments for lease and guarantee deposits	△ 1,329	△ 113	1,216
Proceeds from collection of lease and guarantee deposits	1,602	83	△ 1,518
Payments for asset retirement obligations	△ 288	△ 10	277
Other, net	69	33	△ 36
Net cash provided by (used in) investing activities	△ 4,815	△ 8,112	△ 3,297
III Net cash provided by (used in) financing activities			
Repayments of lease obligations	—	△ 5,031	△ 5,031
Repayments of lease obligations	△ 817	△ 1,285	△ 468
Purchases of treasury stock	△ 2	△ 7	△ 4
Proceeds from sales of treasury stock	0	6	6
Cash dividends paid	△ 1,606	△ 1,606	△ 0
Cash dividends paid to minority shareholders	—	△ 42	△ 42
Other, net	—	2	2
Net cash provided by (used in) financing activities	△ 2,426	△ 7,965	△ 5,539
IV Effect of exchange rate change on cash and cash equivalents	△ 149	△ 40	109
V Net increase (decrease) in cash and cash equivalents	△ 310	6,130	6,440
VI Cash and cash equivalents at beginning of period	26,202	25,892	△ 310
VII Increase in cash and cash equivalents resulting from merger	—	31,648	31,648
VIII Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	—	△ 9	△ 9
IX Cash and cash equivalents at end of period	25,892	63,661	37,769

## Financial Data

### I.Results of Operations and Forecasts (Consolidated)

(Millions of yen)

	2008/3		2009/3		2010/3		2011/3		2012/3		2013/3 (Forecast)			
	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Half		Full	
											Amount (YoY %)	%	Amount (YoY %)	%
Sales	137,199 (△ 0.1)	100.0	134,263 (△ 2.1)	100.0	127,317 (△ 5.2)	100.0	132,840 (4.3)	100.0	200,326 (50.8)	100.0	130,000 (118.1)	100.0	280,000 (39.8)	100.0
Software Development	48,525 (1.3)	35.4	49,182 (1.4)	36.6	43,376 (△ 11.8)	34.1	45,964 (6.0)	34.6	73,771 (60.5)	36.8	-	-	-	-
Information Processing	36,010 (4.4)	26.2	35,702 (△ 0.9)	26.6	36,083 (1.1)	28.3	37,286 (3.3)	28.1	70,252 (88.4)	35.1	-	-	-	-
Packaged Software / Hardware	52,662 (△ 4.2)	38.4	49,379 (△ 6.2)	36.8	47,856 (△ 3.1)	37.6	49,589 (3.6)	37.3	54,579 (10.1)	27.2	-	-	-	-
Prepaid Card Business / Others									1,722 (-)	0.9	-	-	-	-
Cost of Sales	105,606 (△ 1.0)	77.0	102,108 (△ 3.3)	76.1	98,140 (△ 3.9)	77.1	103,792 (5.8)	78.1	153,956 (48.3)	76.9	-	-	-	-
Gross Profit	31,593 (2.9)	23.0	32,155 (1.8)	23.9	29,176 (△ 9.3)	22.9	29,048 (△ 0.4)	21.9	46,370 (59.6)	23.1	-	-	-	-
SG&A	21,283 (△ 3.9)	15.5	23,126 (8.7)	17.2	22,752 (△ 1.6)	17.9	21,971 (△ 3.4)	16.5	33,490 (52.4)	16.7	-	-	-	-
Operating Income	10,309 (20.4)	7.5	9,028 (△ 12.4)	6.7	6,423 (△ 28.8)	5.0	7,076 (10.2)	5.3	12,879 (82.0)	6.4	6,800 (206.0)	5.2	18,500 (43.6)	6.6
Ordinary Income	10,548 (18.6)	7.7	9,523 (△ 9.7)	7.1	7,188 (△ 24.5)	5.6	7,343 (2.2)	5.5	16,659 (126.8)	8.3	6,700 (30.5)	5.2	17,800 (6.8)	6.4
Net Income	5,415 (23.7)	3.9	3,961 (△ 26.8)	3.0	3,242 (△ 18.2)	2.5	3,803 (17.3)	2.9	25,669 (574.9)	12.8	6,200 (97.8)	4.8	15,000 (△ 41.6)	5.4
Sales Per Employee (JPY in thousands)	42,714		39,315		36,585		37,770		16,700		-		-	
Ordinary Income Per Employee (JPY in thousands)	3,284		2,788		2,065		2,088		1,388		-		-	
Number of Employees	3,212		3,415		3,480		3,517		11,995		-		-	



## II. BPS , EPS and others (Consolidated)

(Millions of yen)

	2009/3		2010/3		2011/3		2012/3		2013/3 (Forecast)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Capital Stock	21,152	-	21,152	-	21,152	-	21,152	-	-	-
Net Assets	89,946	99.6%	92,683	103.0%	94,568	102.0%	124,419	131.6%	-	-
Total Assets	114,210	97.5%	117,545	102.9%	121,284	103.2%	300,928	248.1%	-	-
Number of Shares Outstanding	54,291,447		54,291,447		54,291,447		107,986,403		-	
Average number of Shares Outstanding	50,722,373		49,953,876		49,958,243		76,810,279		-	
BPS (Net Asset per share ) (JPY)	1,794 .31		1,847 .95		1,884 .78		860 .37		-	
EPS (Net Income per share) (JPY)	78 .10		64 .90		76 .13		334 .19		144 .70	
Equity Ratio (%)	78.5%		78.5%		77.6%		39.6%		-	
Return on Equity (%)	4.4%		3.6%		4.1%		24.1%		-	
Cash Dividends per share (JPY)	32 .00		32 .00		32 .00		32 .00		36 .00	
Interim Dividends per share (JPY)	16 .00		16 .00		16 .00		16 .00		18 .00	
Price Earning Ratio (times)	14.5		20.9		15.3		3.9		-	
Stock Prices (yen)	1,134		1,356		1,161		1,312		-	
Payout ratio (%)	41.0%		49.3%		42.0%		9.6%		24.9%	
Consolidated/Non-consolidated(times)	0.95		0.76		0.97		0.96		-	

### III. Capital expenditure , depreciation & amortization/R&D (Consolidated)

2009/3-2011/3: SCS  
2012/3: SCSK

	Actual				(Millions of yen)
	(2008/4~2009/3)	(2009/4~2010/3)	(2010/4~2011/3)	(2011/4~2012/3)	Forecast
	2009/3	2010/3	2011/3	2012/3	(2012/4~2013/3) 2013/3
Capital Expenditures (tangible)	1,320	1,672	5,358	5,394	4,000
Capital Expenditures (software/other)	2,417	2,955	1,761	2,560	3,000
Depreciation (tangible)	1,449	1,703	2,252	2,841	4,000
Depreciation (software/other)	1,382	1,868	1,557	2,537	3,000
Total	2,832	3,571	3,810	5,380	7,000
R&D	1,230	975	432	417	700

#### IV .Group companies

	Equity Ownership	Main Businesses	Number of Employees
SCSK Corporation			7,674
【Consolidated Subsidiary】			
Sumisho Computer Systems (USA), Inc.	100.0%	Software development Information processing	57
SUMISHO COMPUTER SYSTEMS (EUROPE) LTD.	100.0%	Software development Information processing	40
VA Linux Systems Japan	71.6%	Research and solution for Linux-based technologies	19
SCS Solutions Inc.	100.0%	Software development	43
Sumisho Computer Systems (Shanghai) Limited	100.0%	Information processing	30
Sumisho Computer Systems (Dalian) Limited	100.0%	Software development	11
Allied Engineering Corporation	90.0%	Consulting Packaged software development and sales	40
Sumisho Computer Systems (Asia Pacific)Pte.Ltd.	100.0%	Information processing	31
CSK ServiceWare Corporation	100.0%	BPO	1,768
VeriServe Corporation	55.6%	BPO	432
CSK PRESCENDO CORPORATION	82.6%	BPO	35
CSI SOLUTIONS Corporation	100.0%	IT Management business	163
CSK SYSTEM MANAGEMENT CORPORATION	100.0%	IT Management business	263
JIEC Co., Ltd.	69.5%	Software development	793
CSK WinTechnology Corporation	100.0%	Software development	146
SUPER SOFTWARE COMPANY LTD.	100.0%	Software development	43
HOKKAIDO CSK CORPORATION	100.0%	Software development	109
FUKUOKA CSK CORPORATION	100.0%	Software development	109
CSK Nearshore Systems Corporation	100.0%	Software development	94
QUO CARD Co., Ltd.	100.0%	Prepaid Card Business	95
			Total Number of employees (consolidated)
			11,995
【Affiliates under the equity method of accounting】			
ATLED Co., Ltd.	20.0%	Packaged software development and sales	
Sumisho Joho Datacraft Corporation	50.0%	Information processing (Network services)	
ARGO GRAPHICS Inc.	23.8%	Software development Software and hardware sales	
Lightworks Corporation	29.5%	Information service	
Whiz Partners Inc.	20.8%	Venture capital	
GIOT COPORATION	33.5%	BPO	
	*VeriServe Corp. ownership		

※Number of employees listed above include those who have been dispatched from SCSF

## V. Customers

Type of Business	Customers		
Manufacturing	<ul style="list-style-type: none"> <li>▪ Toyota Motor Corporation</li> <li>▪ Fuji Xerox Co., Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Nippon Suisan Kaisha, Ltd.</li> <li>▪ Honda Motor Co., Ltd</li> </ul>	<ul style="list-style-type: none"> <li>▪ Panasonic Corporation</li> </ul>
Distribution	<ul style="list-style-type: none"> <li>▪ Sumitomo Corporation</li> </ul>	<ul style="list-style-type: none"> <li>▪ CO-OP NET.</li> </ul>	
Financial Institution	<ul style="list-style-type: none"> <li>▪ MS&amp;AD Insurance Group Holdings, Inc.</li> <li>▪ Nippon Life Insurance Company</li> <li>▪ Sumitomo Mitsui Financial Group, Inc.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sumitomo Mitsui Trust Bank, Limited</li> <li>▪ Matsui Securities Co., Ltd.</li> <li>▪ The Bank of Tokyo-Mitsubishi UFJ, Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>▪ SOMPO JAPAN INSURANCE INC.</li> <li>▪ Mizuho Financial Group, Inc.</li> </ul>
Communication and Transportation	<ul style="list-style-type: none"> <li>▪ KDDI CORPORATION</li> <li>▪ SOFTBANK Group companies related to communication</li> </ul>	<ul style="list-style-type: none"> <li>▪ Jupiter Telecommunications Co., Ltd.</li> <li>▪ NIPPON TELEGRAPH AND TELEPHONE CORPORATION</li> </ul>	

\*Honorific titles are omitted

\*In no particular order.

## VI. Reference) Sales by customer industry -pro forma comparison-

### ■ All

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Manufacturers	74,615	27.3	78,805	29.3	4,189	5.6
Distributors	46,311	16.9	44,997	16.7	△ 1,313	△ 2.8
Financial Institutions	57,308	21.0	53,914	20.1	△ 3,393	△ 5.9
Banks	16,974	6.2	17,019	6.3	44	0.3
Securities Firms	7,796	2.9	7,804	2.9	8	0.1
Shopping Credit/ Leasing Companies	13,285	4.9	8,455	3.1	△ 4,829	△ 36.4
Insurance Companies	19,252	7.0	20,635	7.7	1,383	7.2
Communications/ Transportation	33,103	12.1	31,882	11.9	△ 1,221	△ 3.7
Utilities	3,085	1.1	2,508	0.9	△ 577	△ 18.7
Services	37,820	13.8	36,402	13.6	△ 1,417	△ 3.7
Others	20,982	7.7	20,195	7.5	△ 787	△ 3.8
Total	273,227	100.0	268,706	100.0	△ 4,521	△ 1.7

### ■ Information Processing

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Manufacturers	28,428	27.4	29,340	28.6	911	3.2
Distributors	22,383	21.6	21,117	20.6	△ 1,265	△ 5.7
Financial Institutions	14,943	14.4	13,605	13.2	△ 1,338	△ 9.0
Banks	3,910	3.8	3,753	3.7	△ 157	△ 4.0
Securities Firms	4,330	4.2	3,144	3.1	△ 1,185	△ 27.4
Shopping Credit/ Leasing Companies	4,257	4.1	4,145	4.0	△ 112	△ 2.6
Insurance Companies	2,444	2.4	2,562	2.5	117	4.8
Communications/ Transportation	14,881	14.4	14,667	14.3	△ 213	△ 1.4
Utilities	439	0.4	477	0.5	38	8.8
Services	15,430	14.9	16,296	15.9	866	5.6
Others	7,131	6.9	7,210	7.0	78	1.1
Total	103,637	100.0	102,715	100.0	△ 922	△ 0.9

\* Figures for FY2011/3 are the simple sum of reported figures of SCS and CSK for the full-year of FY2011/3.

Figures for FY2012/3 are the sum of reported figures of SCSK for the full-year of FY2012/3 and the reported figures of CSK for the 1st half of FY2012/3

### ■ Software Development

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Manufacturers	26,331	25.5	27,636	27.2	1,305	5.0
Distributors	13,580	13.1	14,318	14.1	737	5.4
Financial Institutions	38,398	37.1	36,709	36.1	△ 1,688	△ 4.4
Banks	11,189	10.8	11,545	11.3	355	3.2
Securities Firms	2,947	2.8	4,087	4.0	1,140	38.7
Shopping Credit/ Leasing Companies	7,806	7.5	3,369	3.3	△ 4,437	△ 56.8
Insurance Companies	16,455	15.9	17,708	17.4	1,252	7.6
Communications/ Transportation	9,373	9.1	9,191	9.0	△ 181	△ 1.9
Utilities	2,516	2.4	1,771	1.7	△ 745	△ 29.6
Services	11,828	11.4	10,908	10.7	△ 920	△ 7.8
Others	1,405	1.4	1,217	1.2	△ 188	△ 13.4
Total	103,433	100.0	101,752	100.0	△ 1,681	△ 1.6

### ■ Packaged Software/Hardware Sales

(Millions of yen)

	2010/4~2011/3		2011/4~2012/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Manufacturers	19,856	31.8	21,828	35.9	1,971	9.9
Distributors	10,347	16.6	9,562	15.7	△ 785	△ 7.6
Financial Institutions	3,965	6.4	3,599	5.9	△ 366	△ 9.2
Banks	1,874	3.0	1,720	2.8	△ 153	△ 8.2
Securities Firms	519	0.8	573	0.9	53	10.4
Shopping Credit/ Leasing Companies	1,220	2.0	940	1.5	△ 280	△ 22.9
Insurance Companies	351	0.6	364	0.6	13	3.8
Communications/ Transportation	8,849	14.2	8,023	13.2	△ 825	△ 9.3
Utilities	128	0.2	258	0.4	130	100.8
Services	10,561	16.9	9,197	15.1	△ 1,364	△ 12.9
Others	8,635	13.9	8,407	13.8	△ 228	△ 2.6
Total	62,345	100.0	60,876	100.0	△ 1,468	△ 2.4