

Financial results for FY2011 and business strategy for FY2012

Nobuhide Nakaido
Chairman and CEO

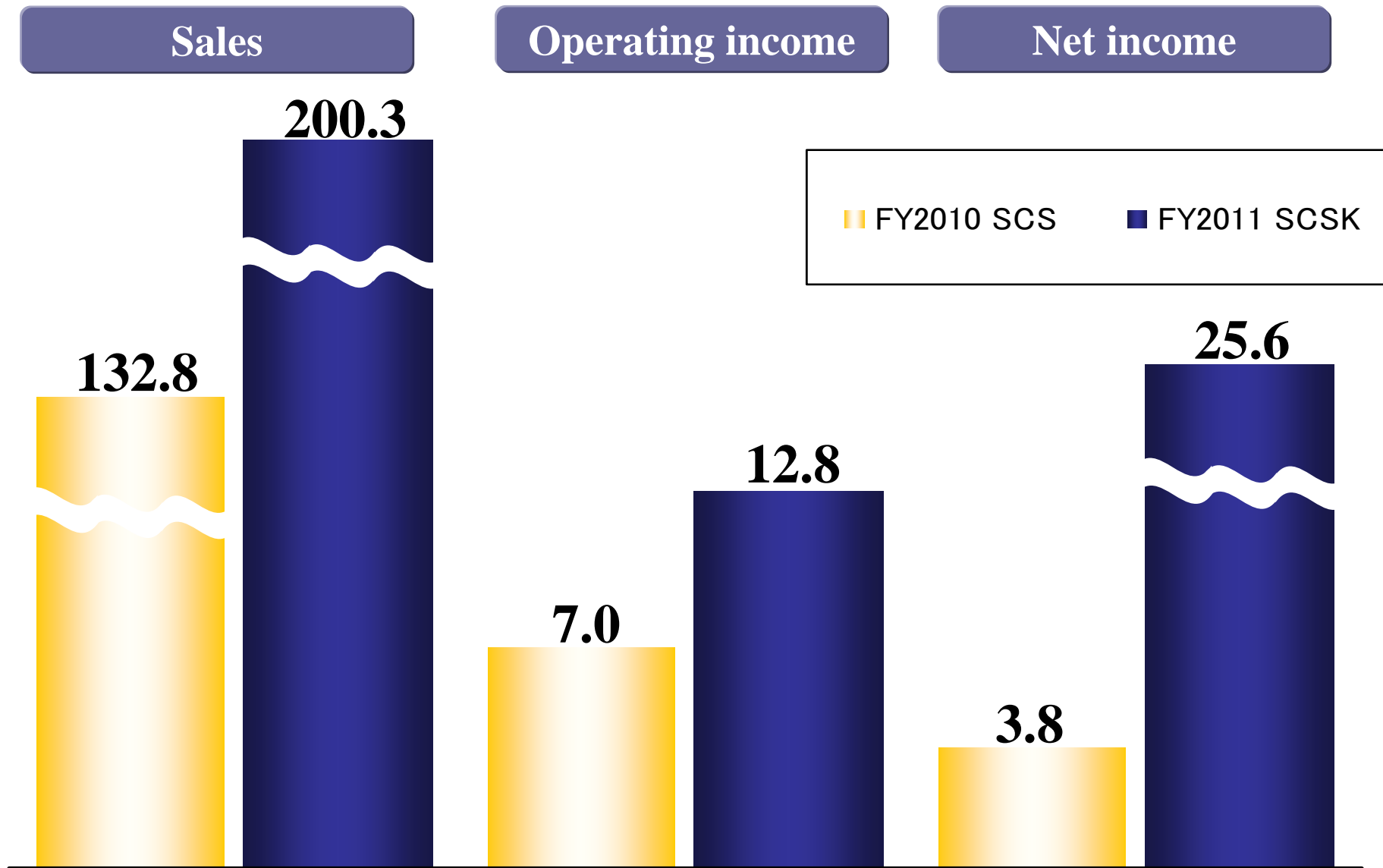
Summary of financial results for
FY2011

Business strategy for
FY2012

Financial forecasts for
FY2012

Summary of financial results for FY2011

(Billions of yen)



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

Business strategy for FY2012

■ Core strategies

Pursue cross-selling

Strengthen cloud solution business

Expand global solution business

■ Key initiatives

Improve
profitability

Improve
operational productivity

Enhance human
resource capabilities

Key initiatives (1) – Strategy for improving profitability

Before reorganization

SCS Company

Distribution & Manufacturing
System Solution

Financial System and ERP Solution

Global Solution

IT Platform Solution

CSK Company

Systems Development

IT Management

BPO

Development Company

Development

After reorganization

Organization by industry

**Industrial
Systems Business**

System development for
industry, ProActive business

**Financial Systems
Business**

System development
for financial
institutions

**Global Systems
Business**

System development for Sumitomo
Corporation Group,
Japanese companies expanding overseas

Organization by function

**Business Solutions
and Cross-Functional Business**

ERP and Curl,
Development

Business Services

BPO

IT Management

Data centers, infrastructure
support, cloud-related services

IT Platform Solutions

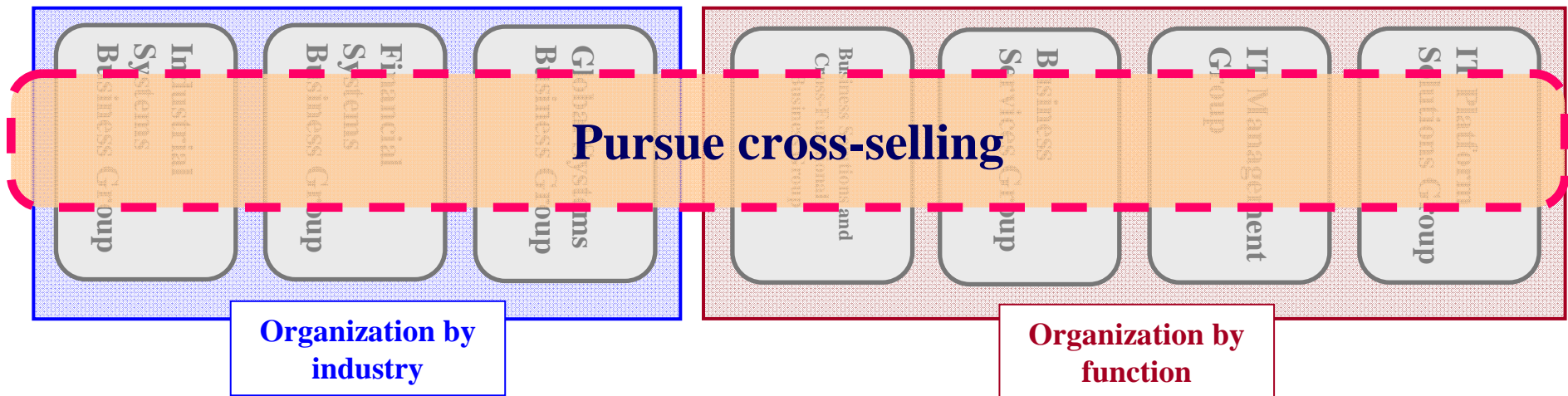
IT hardware and
software sales

Key initiatives (1) – Strategy for improving profitability

■ Pursue company-wide ‘cross-selling’

Vice President (director responsible for cross-selling implementation)

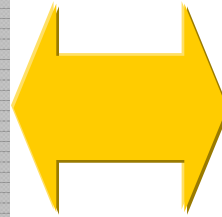
Cross-Selling Promotion Dept.



■ Strengthen relationships with customers and vendors

Key initiatives (2) – Strategy for improving operational productivity

**Improve productivity of software development operations
(Improve quality and profitability)**



- **Streamline outsourcing expenses**
Accelerate reorganization of outsourcing partners
- **Unify software development standards**
- **Curtail unprofitable projects**

Key initiatives (3) - Strategy for improving human resource capabilities

Adopt SCSK's new personnel system

Personnel system unified in April 2012

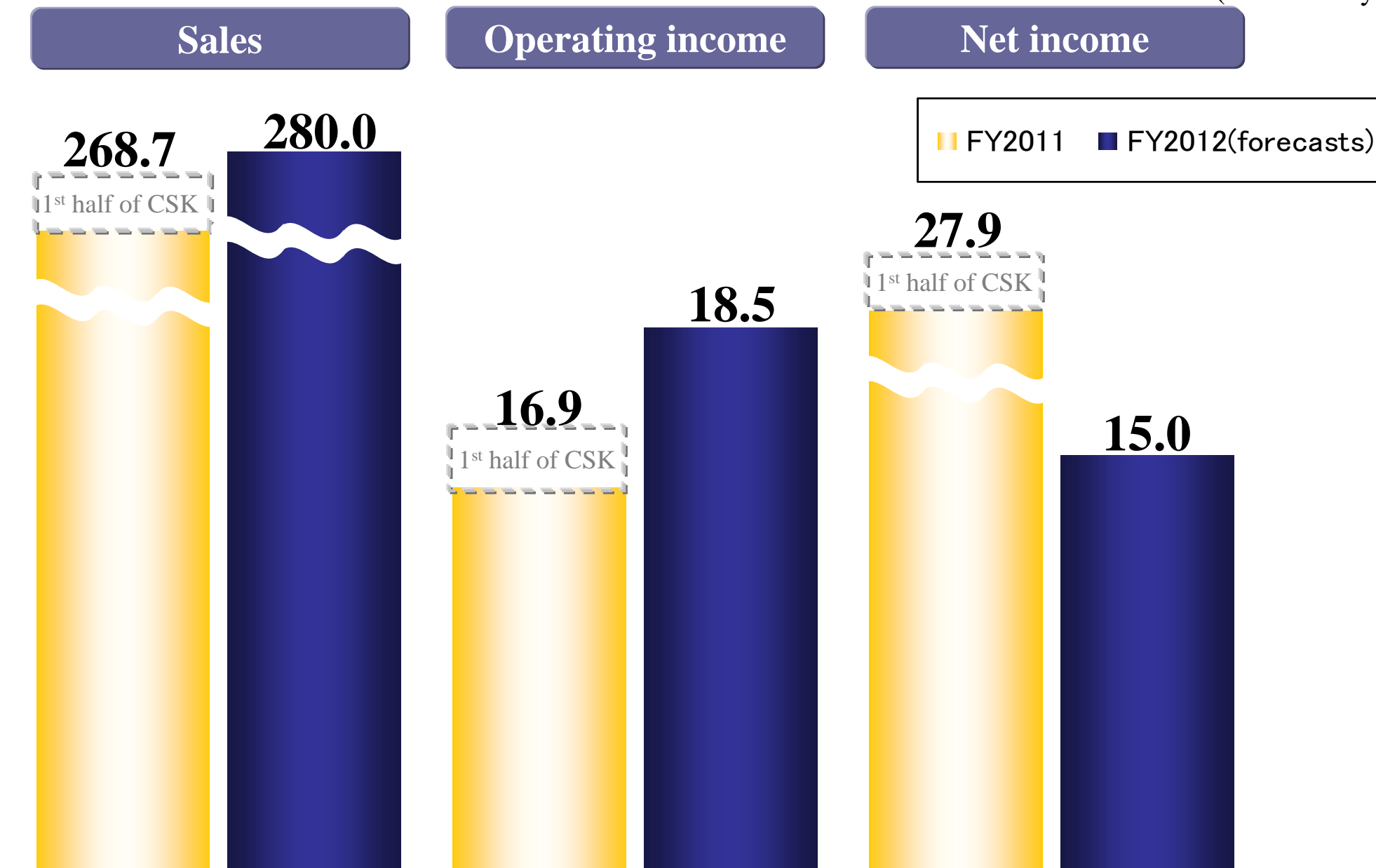
Pursue human resource development

- **Global human resource development**
- **Cloud-related human resource development**

Adopt expertise SCSK evaluation system

Financial forecasts for FY2012

(Billions of yen)



※Figures for FY2011 are the sum of the reported figures of SCSK for the full-year and the reported figures of CSK for the 1st half.

Create Our Future of Dreams

We create our future of dreams
by establishing value
based on our customers' trust.