



SCSK Corporation  
Supplementary Information (Data Book)  
2012/4/1-2012/6/30

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**Financial Review (Consolidated)**

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Note: On October 1, 2011 Sumisho Computer Systems Corporation (SCS, the continuing entity) merged with CSK Corporation (CSK) to become SCSK Corporation. Pro forma figures for 1st and 2nd quarter in the previous fiscal year, the simple sum of the each quarter figures for SCS and CSK, are used except for sheet X to facilitate year-on-year results comparison on quarterly performance.

## **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.
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**I Sales by segment - Quarterly trends**

2013/3: SCSK  
 2012/3: SCSK (2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

(Millions of yen)

		Q1	
		Amount	%
2013/3	Sales	63,185	100.0
	System Development	24,135	38.2
	System maintenance and operation/ Services	24,813	39.3
	Packaged Software/ Hardware Sales	13,065	20.7
	Prepaid Card Business	1,170	1.8

		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
	System Development	22,054	36.5	26,152	38.7	25,779	39.7	27,801	36.7	48,207	37.7	53,580	38.1	101,788	37.9
	System maintenance and operation/ Services	24,221	40.1	25,440	37.6	25,130	38.7	25,957	34.3	49,661	38.8	51,087	36.3	100,749	37.5
	Packaged Software/ Hardware Sales	13,290	22.0	15,191	22.5	13,342	20.5	20,983	27.7	28,481	22.3	34,325	24.4	62,807	23.4
	Prepaid Card Business	858	1.4	780	1.2	742	1.1	980	1.3	1,638	1.3	1,722	1.2	3,361	1.2

		Amount	%
Increase /Decrease	Sales	2,760	4.6
	System Development	2,080	9.4
	System maintenance and operation/ Services	591	2.4
	Packaged Software/ Hardware Sales	△ 224	△1.7
	Prepaid Card Business	312	36.4

\*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 FY 2012/3

## II Sales by customer industry

2013/3: SCSK  
2012/3: SCS(2011 Apr.-Jun.)+CSK(2011 Apr.-Jun.)

(Millions of yen)

	Apr.2011-Jun.2011		Apr.2012-Jun.2012		Increase/Decrease	
	Amount	%	Amount	%	Amount	changes(%)
Manufacturers	18,107	30.0	18,362	29.0	254	1.4
Distributors	10,414	17.2	10,852	17.2	438	4.2
Financial Institutions	12,284	20.3	12,954	20.5	669	5.5
Banks	3,917	6.5	4,202	6.6	285	7.3
Securities Firms	1,656	2.7	1,773	2.8	117	7.1
Shopping Credit/ Leasing Companies	2,107	3.5	1,819	2.9	△ 287	△ 13.7
Insurance Companies	4,603	7.6	5,158	8.2	554	12.1
Communications/Transportation	7,355	12.2	8,132	12.9	777	10.6
Utilities	485	0.8	372	0.6	△ 112	△ 23.3
Services	8,068	13.4	8,721	13.8	653	8.1
Others	3,708	6.1	3,788	6.0	79	2.2
Total	60,424	100.0	63,185	100.0	2,760	4.6

\*Pro forma figures for 2011/4-6 are the simple sum of the reported figures of SCS and CSK.

\*"Others" include sales of prepaid card business.

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

### III Sales by segment & customer industry (System development)

2013/3: SCSK  
2012/3: SCS(2011 Apr.-Jun.)+CSK(2011 Apr.-Jun.)

(Millions of yen)

	Apr.2011-Jun.2011		Apr.2012-Jun.2012		Increase/Decrease	
	Amount	%	Amount	%	Amount	changes(%)
Manufacturers	5,862	26.6	6,683	27.7	821	14.0
Distributors	3,280	14.9	3,229	13.4	△ 50	△ 1.6
Financial Institutions	8,338	37.8	8,970	37.2	632	7.6
Banks	2,682	12.2	2,973	12.3	290	10.8
Securities Firms	804	3.6	993	4.1	188	23.4
Shopping Credit/ Leasing Companies	954	4.3	620	2.6	△ 334	△ 35.0
Insurance Companies	3,897	17.7	4,384	18.2	487	12.5
Communications/Transportation	1,943	8.8	2,138	8.9	195	10.0
Utilities	349	1.6	267	1.1	△ 82	△ 23.5
Services	2,175	9.8	2,735	11.3	560	25.8
Others	104	0.5	109	0.4	4	4.6
Total	22,054	100.0	24,135	100.0	2,080	9.4

\*Pro forma figures for 2011/4-6 are the simple sum of the reported figures of SCS and CSK.

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

**IV Sales by segment & customer industry (System maintenance and operation/Services)**

2013/3: SCSK  
 2012/3: SCS (2011 Apr.-Jun.)+CSK(2011 Apr.-Jun.)

(Millions of yen)

	Apr.2011-Jun.2011		Apr.2012-Jun.2012		Increase/Decrease	
	Amount	%	Amount	%	Amount	changes(%)
Manufacturers	6,932	28.6	7,190	29.0	257	3.7
Distributors	5,051	20.8	5,629	22.7	578	11.5
Financial Institutions	3,486	14.4	3,359	13.5	△ 126	△ 3.6
Banks	1,005	4.2	1,050	4.2	44	4.4
Securities Firms	815	3.4	737	3.0	△ 78	△ 9.6
Shopping Credit/ Leasing Companies	1,050	4.3	894	3.6	△ 156	△ 14.9
Insurance Companies	614	2.5	678	2.7	64	10.4
Communications/Transportation	3,706	15.3	3,633	14.6	△ 73	△ 2.0
Utilities	94	0.4	72	0.3	△ 21	△ 23.0
Services	3,871	16.0	3,766	15.2	△ 105	△ 2.7
Others	1,079	4.5	1,161	4.7	82	7.6
Total	24,221	100.0	24,813	100.0	591	2.4

\*Pro forma figures for 2011/4-6 are the simple sum of the reported figures of SCS and CSK.

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

**V Sales by segment (Packaged software/hardware sales)**

2013/3: SCSK  
2012/3: SCS (2011 Apr.-Jun.)+CSK(2011 Apr.-Jun.)

(Millions of yen)

	Apr.2011-Jun.2011		Apr.2012-Jun.2012		Increase/Decrease	
	Amount	%	Amount	%	Amount	changes(%)
Manufacturers	5,312	40.0	4,488	34.3	△ 823	△ 15.5
Distributors	2,083	15.7	1,993	15.3	△ 89	△ 4.3
Financial Institutions	460	3.5	624	4.8	163	35.6
Banks	229	1.7	179	1.4	△ 49	△ 21.7
Securities Firms	36	0.3	43	0.3	7	20.4
Shopping Credit/ Leasing Companies	103	0.8	305	2.4	202	196.5
Insurance Companies	91	0.7	95	0.7	3	4.0
Communications/Transportation	1,705	12.8	2,360	18.1	655	38.4
Utilities	41	0.3	32	0.2	△ 9	△ 21.7
Services	2,021	15.2	2,219	17.0	198	9.8
Others	1,666	12.5	1,346	10.3	△ 319	△ 19.2
<b>Total</b>	<b>13,290</b>	<b>100.0</b>	<b>13,065</b>	<b>100.0</b>	<b>△ 224</b>	<b>△ 1.7</b>

\*Pro forma figures for 2011/4-6 are the simple sum of the reported figures of SCS and CSK.

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



**VI External Sales and Operating Income by Reported Segments - Quarterly trends [pro forma comparison]**

 2013/3: SCSK  
 2012/3: SCSK(2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

(Millions of yen)

FY2012	1Q	
	External sales Composition (%)	Operating income
	15,292	585
Industrial Systems Business	24.2	-
Financial Systems Business	11,266	776
	17.8	-
Global Systems Business	2,884	438
	4.6	-
Business Solution and Cross- Functional Business	3,786	235
	6.0	-
Business Services	7,436	191
	11.8	-
IT Management	8,971	607
	14.2	-
IT Platform Solutions	12,185	264
	19.3	-
Prepaid Card Business	1,170	530
	1.8	-
Others	189	36
	0.3	-
Adjustment	-	△ 217
	-	-
Total	63,185	3,448
	100.0	-

FY2011	1Q		2Q		3Q		4Q		1st half		2nd half		Total	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	13,554	425	15,729	1,119	14,965	678	18,180	1,860	29,284	1,544	33,146	2,539	62,430	4,083
Industrial Systems Business	22.4	-	23.3	-	23.0	-	24.0	-	22.9	-	23.6	-	23.2	-
Financial Systems Business	10,333	643	12,725	1,124	12,624	1,012	12,261	1,287	23,059	1,768	24,886	2,300	47,945	4,068
	17.1	-	18.8	-	19.4	-	16.2	-	18.0	-	17.7	-	17.8	-
Global Systems Business	2,968	348	3,011	458	2,904	393	3,256	541	5,979	807	6,161	935	12,141	1,742
	4.9	-	4.5	-	4.5	-	4.3	-	4.7	-	4.4	-	4.5	-
Business Solution and Cross- Functional Business	3,139	△ 95	3,383	△ 12	3,441	193	3,747	181	6,523	△ 107	7,188	374	13,712	267
	5.2	-	5.0	-	5.3	-	4.9	-	5.1	-	5.1	-	5.1	-
Business Services	7,355	△ 102	7,778	143	7,797	64	7,794	143	15,133	40	15,591	208	30,725	249
	12.2	-	11.5	-	12.0	-	10.3	-	11.8	-	11.1	-	11.4	-
IT Management	9,101	650	9,557	849	9,309	1,062	10,915	1,195	18,658	1,500	20,225	2,258	38,883	3,758
	15.1	-	14.1	-	14.3	-	14.4	-	14.6	-	14.4	-	14.5	-
IT Platform Solutions	12,950	26	14,428	629	13,005	431	18,392	1,730	27,379	656	31,398	2,162	58,777	2,818
	21.4	-	21.4	-	20.0	-	24.3	-	21.4	-	22.3	-	21.9	-
Prepaid Card Business	858	225	780	180	742	128	980	302	1,638	405	1,722	431	3,361	836
	1.4	-	1.2	-	1.1	-	1.3	-	1.3	-	1.2	-	1.3	-
Others	164	26	168	73	202	90	192	57	333	100	394	148	728	248
	0.3	-	0.2	-	0.3	-	0.3	-	0.3	-	0.3	-	0.3	-
Adjustment	-	△ 110	-	△ 335	-	△ 488	-	△ 211	-	△ 445	-	△ 699	-	△ 1,145
	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	60,424	2,038	67,564	4,231	64,994	3,568	75,722	7,089	127,989	6,270	140,716	10,657	268,706	16,927
	100.0	-	100.0	-	100.0	-	100.0	-	100.0	-	100.0	-	100.0	-

Increase/Decrease Upper: Amount Lower: Rate	1Q	
	External sales Composition (%)	Operating income
	1,738	160
Industrial Systems Business	12.8	37.7
	933	133
Financial Systems Business	9.0	20.7
	△ 83	89
Global Systems Business	△ 2.8	25.8
Business Solution and Cross- Functional Business	646	330
	20.6	N.A.
Business Services	81	294
	1.1	N.A.
IT Management	△ 129	△ 43
	△ 1.4	△ 6.7
IT Platform Solutions	△ 764	237
	△ 5.9	886.5
Prepaid Card Business	312	305
	36.4	135.8
Others	25	9
	15.2	34.5
Adjustment	-	△ 107
	-	-
Total	2,760	1,410
	4.6	69.2

※Figures for FY2011 are the sum of reported figures of SCSK for the full-year of FY2011 and the reported figures of CSK for the 1st half of FY 2011

※Figures for FY2011 is restated to accord with the new reported segment classification due to the reclassification of reported segments from FY2012.

※Adjustments for operating income have been made in unallocated general corporate expenses and others.

**VII Amount of incoming orders and backlog by segment [pro forma comparison]**

2013/3: SCSK
2012/3: SCS(2011 Apr.-Jun.)+CSK(2011 Apr.-Jun.)

(Millions of yen)

Incoming Orders	Apr.2011-Jun.2011	Apr.2012-Jun.2012	Increase/Decrease	
			Amount	%
System Development	24,091	24,539	448	1.9
System maintenance and operation/Services		24,015		
Packaged Software/ Hardware Sales		14,232		
<b>Total</b>		<b>62,787</b>		

(Millions of yen)

Backlog	Apr.2011-Jun.2011	Apr.2012-Jun.2012	Increase/Decrease	
			Amount	%
System Development	24,385	25,296	911	3.7
System maintenance and operation/Services		57,617		
Packaged Software/ Hardware Sales		9,524		
<b>Total</b>		<b>92,438</b>		

※Figures of system development for FY2011 are prepared for managerial purposes.

※Figures of "System maintenance and operation/ Services" and "Packaged software/hardware sales" for FY2011 are not stated since those figures are not available due to the difference in the definition between SCS and CSK.

**VIII Sales to Sumitomo Corporation and Sumitomo Group Companies [pro forma comparison]**

(Millions of yen)

	Apr.2011-Jun.2011		Apr.2012-Jun.2012		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	3,172	5.3	3,431	5.4	258	8.2
<b>Sumitomo Group Companies</b>	12,010	19.9	13,129	20.8	1,119	9.3

※Pro forma figures for 2011/4-6 are the simple sum of the reported figures of SCS and CSK.

※Sumitomo Group includes Sumitomo Corporation and its Group Companies

## Ⅸ Quarterly trends [pro forma comparison]

2013/3: SCSK  
2012/3: SCSK (2011 Apr.-2012 Mar.)+CSK(2011 Apr.-Sep.)

(Millions of yen)

Figures in brackets show percentage out of quarterly sales.

2013/3	Q1 ( 2012.4~6 )	
	Amount	%
Net sales	63,185	100.0
Cost of sales	48,513	76.8
Gross Profit	14,671	23.2
S.G.&A. Expenses	11,223	17.8
Operating Income	3,448	5.5
Ordinary Income	3,905	6.2
Income before income taxes	3,907	6.2
Net Income	3,567	5.6

【Forecast】 Half ( 2012.4~9 )	
Amount	%
130,000	100.0

【Forecast】 Full ( 2012.4~2013.3 )	
Amount	%
280,000	100.0
215,000	76.8
65,000	23.2
46,500	16.6
18,500	6.6
17,800	6.4
16,800	6.0
15,000	5.4

6,800	5.2
6,700	5.2

6,200	4.8
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2012/3	Q1 ( 2011.4~6 )		Q2 ( 2011.7~9 )		Q3 ( 2011.10~12 )		Q4 ( 2012.1~3 )	
	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	60,424	100.0	67,564	100.0	64,994	100.0	75,722	100.0
Cost of sales	46,975	77.7	52,080	77.1	50,190	77.2	57,410	75.8
Gross Profit	13,449	22.3	15,484	22.9	14,804	22.8	18,311	24.2
S.G.&A. Expenses	11,411	18.9	11,252	16.7	11,236	17.3	11,222	14.8
Operating Income	2,038	3.4	4,231	6.3	3,568	5.5	7,089	9.4
Ordinary Income	4,857	8.0	4,112	6.1	3,552	5.5	7,974	10.5
Income before income taxes	4,772	7.9	3,274	4.8	1,798	2.8	△ 3,073	△ 4.1
Net Income	2,964	4.9	2,445	3.6	18,502	28.5	4,032	5.3

1st half ( 2011.4~9 )		2nd half ( 2011.10~2012.3 )		Full ( 2011.4~2012.3 )	
Amount	%	Amount	%	Amount	%
127,989	100.0	140,716	100.0	268,706	100.0
99,055	77.4	107,600	76.5	206,656	76.9
28,933	22.6	33,115	23.5	62,049	23.1
22,663	17.7	22,458	16.0	45,122	16.8
6,270	4.9	10,657	7.6	16,927	6.3
8,969	7.0	11,526	8.2	20,495	7.6
8,047	6.3	△ 1,274	△ 0.9	6,772	2.5
5,409	4.2	22,535	16.0	27,944	10.4

Increase / Decrease	Q1	
	Amount	%
Net sales	2,760	4.6
Cost of sales	1,538	3.3
Gross Profit	1,222	9.1
S.G.&A. Expenses	△ 188	△ 1.6
Operating Income	1,410	69.2
Ordinary Income	△ 951	△ 19.6
Income before income taxes	△ 864	△ 18.1
Net Income	603	20.3

※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 FY 2012/3

## X Quarterly trends

(Millions of yen)

Figures in brackets show percentage out of quarterly sales.

2013/3	Q1 ( 2012.4~6 )	
	Amount	%
Net sales	63,185	100.0
Cost of sales	48,513	76.8
Gross Profit	14,671	23.2
S.G.&A. Expenses	11,223	17.8
Operating Income	3,448	5.5
Ordinary Income	3,905	6.2
Income before income taxes	3,907	6.2
Net Income	3,567	5.6

2012/3	Q1 ( 2011.4~6 )		Q2 ( 2011.7~9 )		Q3 ( 2011.10~12 )		Q4 ( 2012.1~3 )	
	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	28,089	100.0	31,520	100.0	64,994	100.0	75,722	100.0
Cost of sales	22,297	79.4	24,058	76.3	50,190	77.2	57,410	75.8
Gross Profit	5,791	20.6	7,462	23.7	14,804	22.8	18,311	24.2
S.G.&A. Expenses	5,512	19.6	5,518	17.5	11,236	17.3	11,222	14.8
Operating Income	279	1.0	1,943	6.2	3,568	5.5	7,089	9.4
Ordinary Income	2,637	9.4	2,495	7.9	3,552	5.5	7,974	10.5
Income before income taxes	2,577	9.2	2,459	7.8	1,798	2.8	△ 3,073	△ 4.1
Net Income	1,520	5.4	1,613	5.1	18,502	28.5	4,032	5.3

1st half ( 2011.4~9 )		2nd half ( 2011.10~2012.3 )		Full ( 2011.4~2012.3 )	
Amount	%	Amount	%	Amount	%
59,609	100.0	140,716	100.0	200,326	100.0
46,355	77.8	107,600	76.5	153,956	76.9
13,254	22.2	33,115	23.5	46,370	23.1
11,031	18.5	22,458	16.0	33,490	16.7
2,222	3.7	10,657	7.6	12,879	6.4
5,132	8.6	11,526	8.2	16,659	8.3
5,036	8.4	△ 1,274	△ 0.9	3,761	1.9
3,134	5.3	22,535	16.0	25,669	12.8

Increase / Decrease	Q1	
	Amount	%
Net sales	35,096	124.9
Cost of sales	26,216	117.6
Gross Profit	8,879	153.3
S.G.&A. Expenses	5,710	103.6
Operating Income	3,169	1,135.5
Ordinary Income	1,268	48.1
Income before income taxes	1,330	51.6
Net Income	2,047	134.7

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