

**Consolidated results of Operation for  
1<sup>st</sup> Quarter of Fiscal Year Ending March 2013**

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# I . (1) Overview of business performance

Apr.2012-Jun.2012:SCSK

Apr.2011-Jun.2011:SCS+CSK (Millions of yen)

	Apr.2011-Jun.2011	Apr.2012-Jun.2012	Increase/Decrease	
			Amount	Change(%)
Sales	60,424	<b>63,185</b>	2,760	4.6%
Gross Profit	13,449	<b>14,671</b>	1,222	9.1%
SG&A Expenses	11,411	<b>11,223</b>	Δ188	Δ1.6%
Operating Income	2,038	<b>3,448</b>	1,410	69.2%
Ordinary Income	4,857	<b>3,905</b>	Δ951	Δ19.6%
Net Income	2,964	<b>3,567</b>	603	20.3%

# I. (2) Sales by segment / Incoming orders and backlog

Apr.2012-Jun.2012:SCSK (Millions of yen)  
 Apr.2011-Jun.2011:SCS+CSK

	Apr. 2011-Jun. 2011	Apr. 2012-Jun. 2012	Increase and decrease	
			Amount	Change(%)
<b>System Development</b>	22,054 (36.5%)	<b>24,135</b> (38.2%)	2,080	9.4%
<b>System maintenance and operation/ Services</b>	24,221 (40.1%)	<b>24,813</b> (39.3%)	591	2.4%
<b>Packaged Software/ Hardware Sales</b>	13,290 (22.0%)	<b>13,065</b> (20.7%)	△224	△1.7%
<b>Prepaid Card</b>	858 (1.4%)	<b>1,170</b> (1.8%)	312	36.4%
<b>Total</b>	60,424 (100.0%)	<b>63,185</b> (100.0%)	2,760	4.6%
<b>[Incoming Orders] System Development</b>	24,091	<b>24,539</b>	448	1.9%
<b>[Backlog] System Development</b>	24,385	<b>25,296</b>	911	3.7%

# I. (3) Sales by customer industry

Apr.2012-Jun.2012:SCSK

Apr.2011-Jun.2011:SCS+CSK

(Millions of yen)

	Apr.2011-Jun.2011		Apr. 2012-Jun. 2012		Increase and decrease	
	Amount	Composition	Amount	Composition	Amount	Change(%)
Manufacturers	18,107	30.0%	<b>18,362</b>	<b>29.0%</b>	254	1.4%
Distributors	10,414	17.2%	<b>10,852</b>	<b>17.2%</b>	438	4.2%
Financial Institutions	12,284	20.3%	<b>12,954</b>	<b>20.5%</b>	669	5.5%
Banks	3,917	6.5%	<b>4,202</b>	<b>6.6%</b>	285	7.3%
Securities Firms	1,656	2.7%	<b>1,773</b>	<b>2.8%</b>	117	7.1%
Shopping Credit/ Leasing Companies	2,107	3.5%	<b>1,819</b>	<b>2.9%</b>	Δ287	Δ13.7%
Insurance Companies	4,603	7.6%	<b>5,158</b>	<b>8.2%</b>	554	12.1%
Communications/ Transportation	7,355	12.2%	<b>8,132</b>	<b>12.9%</b>	777	10.6%
Utilities	485	0.8%	<b>372</b>	<b>0.6%</b>	Δ112	Δ23.3%
Services	8,068	13.4%	<b>8,721</b>	<b>13.8%</b>	653	8.1%
Others	3,708	6.1%	<b>3,788</b>	<b>6.0%</b>	79	2.2%
Total	60,424	100.0%	<b>63,185</b>	<b>100.0%</b>	2,760	4.6%

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

# I. (4) Business performance by reported segment

		Apr. 2011-Jun. 2011	Apr. 2012-Jun. 2012	Increase/decrease	Change (%)
<b>Industrial Systems Business</b>	External Sales	13,554	15,292	1,738	12.8%
	Operating Income	425	585	160	37.7%
<b>Financial Systems Business</b>	External Sales	10,333	11,266	933	9.0%
	Operating Income	643	776	133	20.7%
<b>Global Systems Business</b>	External Sales	2,968	2,884	△83	△2.8%
	Operating Income	348	438	89	25.8%
<b>Business Solutions and Cross-Functional Business</b>	External Sales	3,139	3,786	646	20.6%
	Operating Income	△95	235	330	--
<b>Business Services</b>	External Sales	7,355	7,436	81	1.1%
	Operating Income	△102	191	294	—
<b>IT Management</b>	External Sales	9,101	8,971	△129	△1.4%
	Operating Income	650	607	△43	△6.7%
<b>IT Platform Solutions</b>	External Sales	12,950	12,185	△764	△5.9%
	Operating Income	26	264	237	886.6%
<b>Prepaid Card Business</b>	External Sales	858	1,170	312	36.4%
	Operating Income	225	530	305	135.8%
<b>Others</b>	External Sales	164	189	25	15.2%
	Operating Income	26	36	9	34.5%
<b>Adjustment</b>	External Sales	—	—	—	—
	Operating Income	△110	△217	△107	—
<b>Total</b>	External Sales	60,424	63,185	2,760	4.6%
	Operating Income	2,038	3,448	1,410	69.2%

(Millions of yen)

**Apr.2012-  
Jun.2012:  
SCSK**
**Apr.2011-  
Jun.2011:  
SCS+CSK**

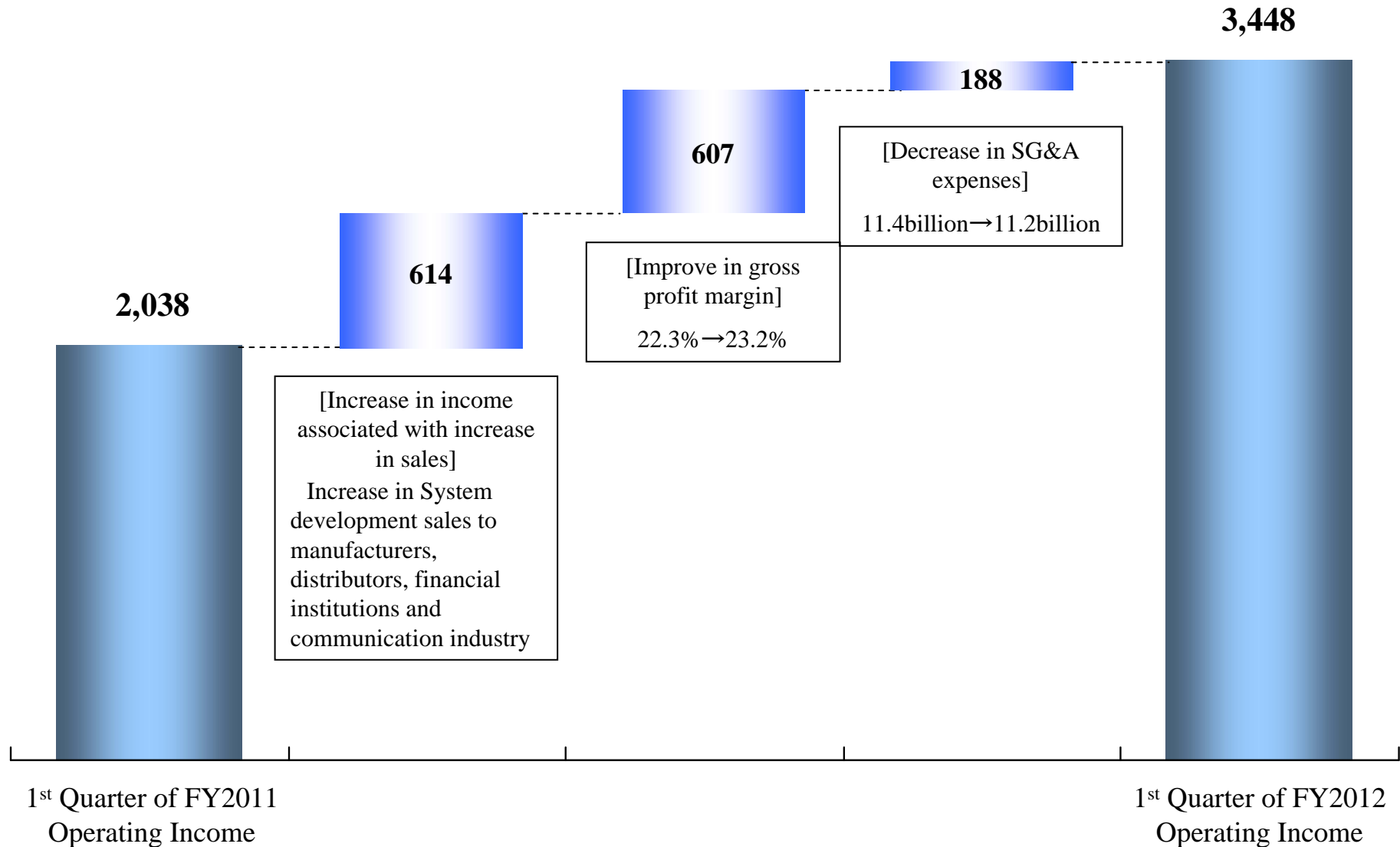
\*Internal Sales have been eliminated.

# I. (5) Operating income analysis

Apr.2012-Jun.2012:SCSK

(Millions of yen)

Apr.2011-Jun.2011:SCS+CSK

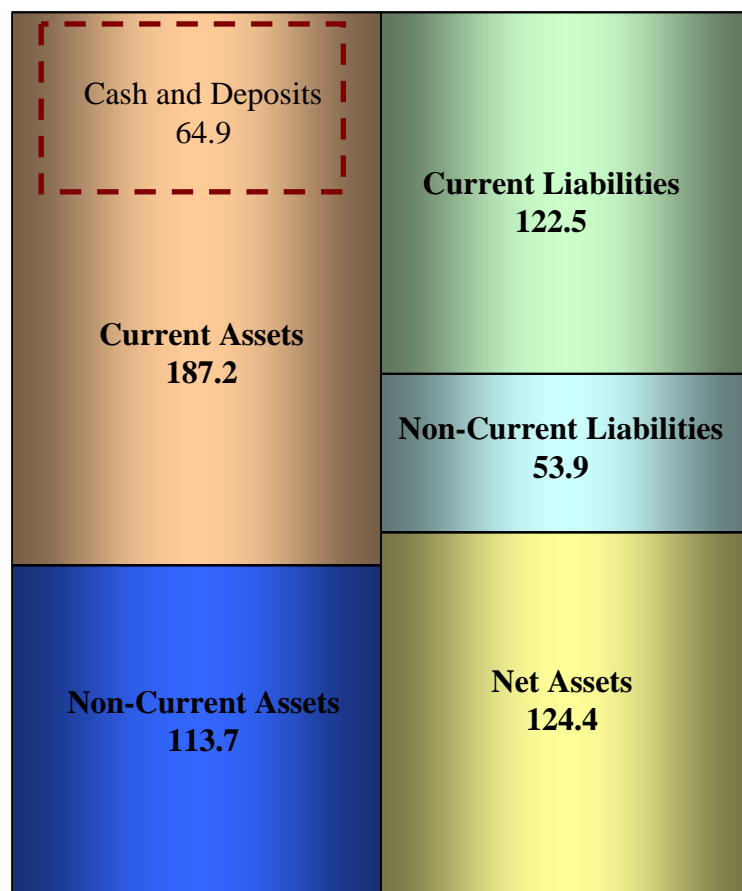


# II . (1) Consolidated Balance Sheets

(Billions of yen)

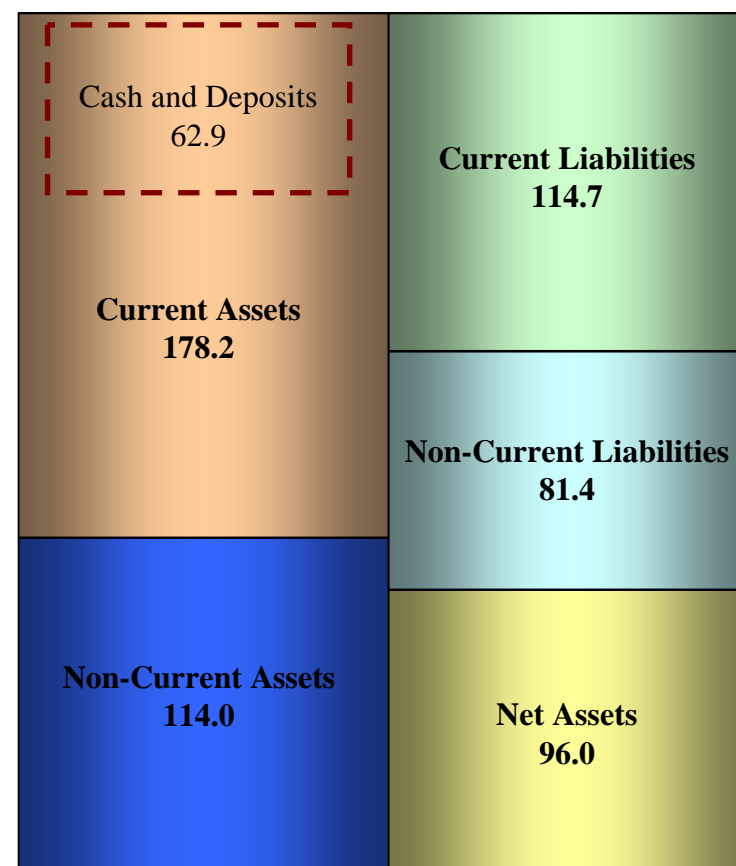
**As of March 31, 2012**

**Total Assets 300.9**



**As of June 30, 2012**

**Total Assets 292.2**





## II . (2) Interest-bearing debt

(Billions of yen)

	As of March 31, 2012	Increase/Decrease	As of June 30, 2012
<b>Debt</b>	19.8	+17.5	37.3
<b>Straight bonds</b>	—	+10.0	10.0
<b>Convertible bonds</b>	35.0	—	35.0
<b>Interest bearing debt</b>	54.8	+27.5	82.3
<b>Preferred shares</b>	30.0	Δ30.0	—
<b>Interest bearing debt + Preferred shares (A)</b>	84.8	Δ2.5	82.3
<b>Cash and deposits (B)</b>	64.9	Δ2.0	62.9
<b>Net Interest bearing debt + Preferred shares (A) – (B)</b>	19.9	Δ0.5	19.4

**Pursue cross-selling**

**Strengthen cloud solution business**

**Expand global solution business**

## **Disclaimer on the use of this document**

1. The financial data in this document is primarily based on the consolidated financial statements unless specifically stated otherwise.
  
2. 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 1<sup>st</sup> quarter in the previous fiscal year, the simple sum of the 1st quarter figures for SCS and CSK, are used to facilitate year-on-year results comparison on 1<sup>st</sup> quarter.

## **Disclaimer**

- This data is intended to provide information about the Group's performance and business strategy and is not intended to solicit the purchase or sales of shares in Group companies.
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## *(Reference) March 2012 to July 2012*

### *List of press releases (1)*

#### **Datacenters**

- Apr. 4, 2012 netXDC Osaka Center 1 enhanced and expanded as Kansai BCP support datacenter
- Apr. 25, 2012 SCSK's netXDC Mita Center receives JQA Information Security Conformance Certificate including the JQA Information System Security Precautions Conformance Certificate based on the most recent FISC guidelines (8th edition, 2012) and the JEITA standards
- Jun. 22, 2012 Began providing data center and cloud services in China

#### **Cloud-related services**

- Apr. 5, 2012 Release of Riverbed software load balancer and application delivery controller Stingray Traffic Manager through the IDC Frontier Cloud Service
- May 8, 2012 Release of USiZE Public Cloud Model powered by Amazon Web Services ®
- May 9, 2012 Release of PrimeCloud Controller Version2.0 for use with CloudStack environments
- Jun. 8, 2012 Release of Application Store-type business app
- Jul. 11, 2012 Bit-isle adopts Riverbed software load balancer Stingray Traffic Manager as the virtual load balancer for its "Server-On-Demand NEXT" cloud service

#### **ERP**

- Apr. 24, 2012 Deployment of disaster and failure countermeasure solutions through the Oracle Database Appliance

#### **Storage**

- Jun. 4, 2012 Provision of Data Direct Networks' Web Object Scaler Cloud storage system compatible with Tokyo University of Technology's cloud environment

***(Reference) March 2012 to July 2012***

***List of press releases (2)***

**Curl**

- Apr. 11, 2012      Daido Metal Co., Ltd. renews its core mainframe system utilizing the rich client RIA technology Curl
- Jul. 24, 2012      Release of Korean-language version of rich client RIA technology Curl for runtime and integrated development environments

**Others**

- Apr. 18, 2012      Meiji Gakuin University's network simplified through network virtualization with the AX Series switch router product
- Apr. 20, 2012      Providing digital presentation system for medical representatives using Android tablets, MR2GO-DMV, to Astellas Pharma Inc.
- Apr. 20, 2012      Validity of formal methods established in an experiment using design documents from the Tokyo Stock Exchange
- Apr. 23, 2012      Full launch of the user interface contents development support tool Acro Arts with new features added
- May 10, 2012      Release of Protection Expert/Targeted Attack Monitoring Guardian Service for security experts
- May 31, 2012      Release of NIKSUN IntelliNetVCR-320H Model small network analyzer for network stabilization and performance analysis
- Jun. 13, 2012      Kobe Steel orders process computer system for steel pretreatment plants
- Jul. 9, 2012      Release of Active Directory for providing solutions in management and reducing management load