



SCSK Corporation
Supplementary Information (Data Book)
2013/4/1-2013/6/30

Financial Review (Consolidated)

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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

(Millions of yen)

		Q1	
		Amount	%
2014/3	Net Sales	64,516	100.0
	System Development	27,094	42.0
	System maintenance and operation/ Services	26,118	40.5
	Packaged Software/ Hardware Sales	10,550	16.4
	Prepaid Card Business	752	1.2

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
2013/3	Net Sales	63,185	100.0	71,200	100.0	67,015	100.0	77,233	100.0	134,385	100.0	201,400	100.0	144,248	100.0	278,634	100.0
	System Development	24,135	38.2	28,701	40.3	28,057	41.9	31,421	40.7	52,837	39.3	80,894	40.2	59,478	41.2	112,316	40.3
	System maintenance and operation/ Services	24,815	39.3	26,368	37.0	26,193	39.1	26,907	34.8	51,183	38.1	77,377	38.4	53,100	36.8	104,284	37.4
	Packaged Software/ Hardware Sales	13,063	20.7	15,418	21.7	12,074	18.0	18,175	23.5	28,481	21.2	40,556	20.1	30,249	21.0	58,731	21.1
	Prepaid Card Business	1,170	1.9	712	1.0	690	1.0	729	1.0	1,882	1.4	2,572	1.3	1,419	1.0	3,302	1.2

		Amount	change (%)
		Increase /Decrease	Net Sales
System Development	2,958		12.3
System maintenance and operation/ Services	1,303		5.3
Packaged Software/ Hardware Sales	Δ 2,512		Δ19.2
Prepaid Card Business	Δ 418		Δ35.7

II Sales by customer industry

(Millions of yen)

	Apr.2012-Jun.2012		Apr.2013-Jun.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	18,335	29.0	18,410	28.5	75	0.4
Distributors	10,910	17.3	10,904	16.9	△ 5	△ 0.1
Financial Institutions	12,988	20.6	14,534	22.5	1,545	11.9
Banks	4,208	6.7	4,914	7.6	705	16.8
Securities Firms	1,773	2.8	1,690	2.6	△ 83	△ 4.7
Shopping Credit/ Leasing Companies	1,847	2.9	2,207	3.4	359	19.5
Insurance Companies	5,158	8.2	5,721	8.9	563	10.9
Communications/Transportation	8,142	12.9	8,460	13.1	318	3.9
Utilities	372	0.6	387	0.6	14	3.9
Services	8,637	13.7	8,292	12.9	△ 345	△ 4.0
Others	3,798	6.0	3,525	5.5	△ 272	△ 7.2
Total	63,185	100.0	64,516	100.0	1,331	2.1

*"Others" include sales of prepaid card business.

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (System development)

(Millions of yen)

	Apr.2012-Jun.2012		Apr.2013-Jun.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	6,667	27.6	6,512	24.0	Δ 155	Δ 2.3
Distributors	3,266	13.5	3,557	13.1	291	8.9
Financial Institutions	8,992	37.3	11,003	40.6	2,011	22.4
Banks	2,978	12.3	3,626	13.4	648	21.8
Securities Firms	993	4.1	1,080	4.0	87	8.8
Shopping Credit/ Leasing Companies	636	2.6	1,220	4.5	583	91.7
Insurance Companies	4,384	18.2	5,075	18.7	691	15.8
Communications/Transportation	2,141	8.9	3,119	11.5	977	45.6
Utilities	267	1.1	291	1.1	24	9.0
Services	2,689	11.1	2,294	8.5	Δ 395	Δ 14.7
Others	109	0.5	315	1.2	205	187.9
Total	24,135	100.0	27,094	100.0	2,958	12.3

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	Apr.2012-Jun.2012		Apr.2013-Jun.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	7,187	29.0	7,919	30.3	731	10.2
Distributors	5,648	22.8	5,653	21.6	5	0.1
Financial Institutions	3,362	13.5	3,153	12.1	Δ 208	Δ 6.2
Banks	1,050	4.2	1,127	4.3	76	7.3
Securities Firms	737	3.0	579	2.2	Δ 157	Δ 21.4
Shopping Credit/ Leasing Companies	895	3.6	832	3.2	Δ 63	Δ 7.0
Insurance Companies	678	2.7	614	2.4	Δ 64	Δ 9.5
Communications/Transportation	3,633	14.6	3,988	15.3	355	9.8
Utilities	72	0.3	76	0.3	4	5.9
Services	3,714	15.0	4,208	16.1	493	13.3
Others	1,197	4.8	1,118	4.3	Δ 78	Δ 6.6
Total	24,815	100.0	26,118	100.0	1,303	5.3

* We made a partial amendment in previously disclosed data.

V Sales by segment & customer industry (Packaged software/hardware sales)

(Millions of yen)

	Apr.2012-Jun.2012		Apr.2013-Jun.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	4,480	34.3	3,979	37.7	Δ 500	Δ 11.2
Distributors	1,996	15.3	1,693	16.0	Δ 302	Δ 15.2
Financial Institutions	633	4.9	377	3.6	Δ 256	Δ 40.5
Banks	179	1.4	160	1.5	Δ 19	Δ 10.8
Securities Firms	43	0.3	30	0.3	Δ 12	Δ 29.7
Shopping Credit/ Leasing Companies	315	2.4	154	1.5	Δ 161	Δ 51.1
Insurance Companies	95	0.7	31	0.3	Δ 63	Δ 66.4
Communications/Transportation	2,367	18.1	1,352	12.8	Δ 1,014	Δ 42.9
Utilities	32	0.3	18	0.2	Δ 13	Δ 42.0
Services	2,232	17.1	1,790	17.0	Δ 442	Δ 19.8
Others	1,320	10.1	1,339	12.7	18	1.4
Total	13,063	100.0	10,550	100.0	Δ 2,512	Δ 19.2

* We made a partial amendment in previously disclosed data.

VI External Sales and Operating Income by Reported Segment - Quarterly trends

(Millions of yen)

FY2013	Q1	
	External sales Composition (%)	Operating income
Industrial Systems Business	15,705	665
Financial Systems Business	24.3	-
Global Systems Business	12,922	901
Business Solutions	20.0	-
Business Services	3,237	539
IT Management	5.0	-
IT Platform Solutions	3,908	441
Prepaid Card Business	6.1	-
Others	7,534	238
Adjustment	11.7	-
	8,795	645
	13.6	-
	11,463	135
	17.8	-
	752	76
	1.2	-
	195	24
	0.3	-
	-	Δ 180
	-	-
	64,516	3,488
	100.0	-

FY2012	Q1		Q2		Q3		Q4	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
Industrial Systems Business	16,386	662	18,760	1,558	16,794	1,194	18,258	1,428
Financial Systems Business	25.9	-	26.3	-	25.1	-	23.6	-
Global Systems Business	11,266	736	13,358	1,223	12,733	1,134	14,496	1,458
Business Solutions	17.8	-	18.8	-	19.0	-	18.8	-
Business Services	2,720	429	2,841	507	2,980	463	3,560	574
IT Management	4.3	-	4.0	-	4.4	-	4.6	-
IT Platform Solutions	3,512	352	3,975	432	3,688	518	4,182	444
Prepaid Card Business	5.6	-	5.6	-	5.5	-	5.4	-
Others	7,436	191	7,743	175	8,013	322	8,015	305
Adjustment	11.8	-	10.9	-	12.0	-	10.4	-
	8,301	471	9,517	914	8,422	703	9,507	1,059
	13.1	-	13.4	-	12.6	-	12.3	-
	12,185	264	14,089	1,096	13,490	658	18,262	1,596
	19.3	-	19.8	-	20.1	-	23.6	-
	1,170	530	712	44	690	Δ 1	729	Δ 1
	1.9	-	1.0	-	1.0	-	0.9	-
	204	26	203	88	201	90	219	81
	0.3	-	0.3	-	0.3	-	0.3	-
	-	Δ 217	-	Δ 195	-	Δ 429	-	Δ 93
	-	-	-	-	-	-	-	-
	63,185	3,448	71,200	5,846	67,015	4,653	77,233	6,854
	100.0	-	100.0	-	100.0	-	100.0	-

1st half		Q3 total		2nd half		Total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
35,147	2,220	51,942	3,415	35,053	2,623	70,200	4,844
26.2	-	25.8	-	24.3	-	25.2	-
24,625	1,959	37,358	3,094	27,229	2,593	51,855	4,553
18.3	-	18.5	-	18.9	-	18.6	-
5,561	937	8,542	1,400	6,541	1,038	12,102	1,975
4.1	-	4.2	-	4.5	-	4.3	-
7,487	785	11,175	1,303	7,871	963	15,358	1,748
5.6	-	5.5	-	5.5	-	5.5	-
15,179	367	23,192	690	16,029	628	31,208	996
11.3	-	11.5	-	11.1	-	11.2	-
17,818	1,386	26,240	2,089	17,929	1,762	35,748	3,148
13.3	-	13.0	-	12.4	-	12.8	-
26,275	1,360	39,765	2,019	31,753	2,254	58,028	3,615
19.6	-	19.7	-	22.0	-	20.8	-
1,882	575	2,572	573	1,419	Δ 3	3,302	572
1.4	-	1.3	-	1.0	-	1.2	-
408	115	610	205	421	171	829	286
0.3	-	0.3	-	0.3	-	0.3	-
-	Δ 413	-	Δ 842	-	Δ 523	-	Δ 936
-	-	-	-	-	-	-	-
134,385	9,295	201,400	13,949	144,248	11,508	278,634	20,803
100.0	-	100.0	-	100.0	-	100.0	-

Increase/Decrease Upper: Amount Lower: Rate	Q1	
	External sales Composition (%)	Operating income
Industrial Systems Business	Δ 681	3
Financial Systems Business	Δ 4.2	0.5
Global Systems Business	1,656	164
Business Solutions	14.7	22.4
Business Services	517	109
IT Management	19.0	25.5
IT Platform Solutions	396	88
Prepaid Card Business	11.3	25.2
Others	98	46
Adjustment	1.3	24.5
	494	174
	6.0	37.0
	Δ 722	Δ 129
	Δ 5.9	Δ 48.9
	Δ 418	Δ 454
	Δ 35.7	Δ 85.6
	Δ 8	Δ 1
	Δ 4.3	Δ 6.6
	-	37
	-	-
	1,331	39
	2.1	1.2

*Figures for FY2012 is restated to enable a fair comparison with figures under the new reported segment classification from FY2013.
*Adjustments for operating income have been made in unallocated general corporate expenses and others.

VII Amount of incoming orders and backlog by segment

(Millions of yen)

System development		Q1	Q2	Q3	Q4	total
FY2013	Incoming Orders	27,442				
	Backlog	23,166				
FY2012	Incoming Orders	24,392	29,433	24,787	31,629	110,242
	Backlog	25,149	25,882	22,612	22,819	
Increase/Decrease	Incoming Orders	3,050				
	Backlog	Δ 1,983				

System maintenance and operation/Services		Q1	Q2	Q3	Q4	total
FY2013	Incoming Orders	26,467				
	Backlog	64,939				
FY2012	Incoming Orders	22,818	26,610	22,657	37,439	109,524
	Backlog	57,354	57,597	54,058	64,590	
Increase/Decrease	Incoming Orders	3,649				
	Backlog	7,585				

Packaged software/hardware sales		Q1	Q2	Q3	Q4	total
FY2013	Incoming Orders	12,343				
	Backlog	7,379				
FY2012	Incoming Orders	14,225	12,427	12,387	16,921	55,960
	Backlog	9,517	6,525	6,840	5,587	
Increase/Decrease	Incoming Orders	Δ 1,882				
	Backlog	Δ 2,138				

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	Apr.2012-Jun.2012		Apr.2013-Jun.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Sumitomo Corporation	3,431	5.4	3,734	5.8	303	8.8
Sumitomo Group Companies	14,415	22.8	14,515	22.5	100	0.7

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

Figures in " % " columns show percentage out of quarterly sales.

FY2013	Q1 (2013.4~6)	
	Amount	%
Net sales	64,516	100.0
Cost of sales	49,869	77.3
Gross Profit	14,647	22.7
S.G.&A. Expenses	11,158	17.3
Operating Income	3,488	5.4
Ordinary Income	3,750	5.8
Income before income taxes	3,365	5.2
Net Income	3,102	4.8

【Forecast】 1st half (2013.4~9)	
Amount	%
136,000	100.0

【Forecast】 Total (2013.4~2014.3)	
Amount	%
290,000	100.0
222,500	76.7
67,500	23.3
44,000	15.2
23,500	8.1
23,500	8.1

9,500	7.0
9,800	7.2

8,600	6.3
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17,500	6.0
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FY2012	Q1 (2012.4~6)		Q2 (2012.7~9)		Q3 (2012.10~12)		Q4 (2013.1~3)	
	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	63,185	100.0	71,200	100.0	67,015	100.0	77,233	100.0
Cost of sales	48,513	76.8	54,783	76.9	51,643	77.1	59,227	76.7
Gross Profit	14,671	23.2	16,417	23.1	15,371	22.9	18,006	23.3
S.G.&A. Expenses	11,223	17.8	10,570	14.8	10,717	16.0	11,152	14.4
Operating Income	3,448	5.5	5,846	8.2	4,653	6.9	6,854	8.9
Ordinary Income	3,905	6.2	6,369	8.9	4,870	7.3	7,083	9.2
Income before income taxes	3,907	6.2	6,421	9.0	4,848	7.2	1,138	1.5
Net Income	3,567	5.6	5,591	7.9	5,475	8.2	2,096	2.7

1st half (2012.4~9)		Q3 total (2012.4~12)		2nd half (2012.10~2013.3)		Total (2012.4~2013.3)	
Amount	%	Amount	%	Amount	%	Amount	%
134,385	100.0	201,400	100.0	144,248	100.0	278,634	100.0
103,296	76.9	154,940	76.9	110,870	76.9	214,167	76.9
31,089	23.1	46,460	23.1	33,377	23.1	64,466	23.1
21,793	16.2	32,511	16.1	21,869	15.2	43,663	15.7
9,295	6.9	13,949	6.9	11,508	8.0	20,803	7.5
10,275	7.6	15,145	7.5	11,953	8.3	22,228	8.0
10,329	7.7	15,178	7.5	5,987	4.2	16,317	5.9
9,158	6.8	14,634	7.3	7,571	5.2	16,730	6.0

Increase / Decrease	Q1	
	Amount	change(%)
Net sales	1,331	2.1
Cost of sales	1,355	2.8
Gross Profit	△ 24	△ 0.2
S.G.&A. Expenses	△ 64	△ 0.6
Operating Income	39	1.2
Ordinary Income	△ 155	△ 4.0
Income before income taxes	△ 542	△ 13.9
Net Income	△ 464	△ 13.0