



SCSK Corporation
Supplementary Information (Data Book)
2013/4/1-2013/12/31

Financial Review (Consolidated)

I	Sales by segment - Quarterly trends	1
II	Sales by customer industry	2
III	Sales by segment & customer industry (System development)	3
IV	Sales by segment & customer industry (System maintenance and operation/ Services)	4
V	Sales by segment & customer industry (Packaged software/hardware sales)	5
VI	External sales and operating income by reported segment	6
VII	Amount of incoming orders and backlog by segment	7
VIII	Sales to Sumitomo Corporation and Sumitomo Group companies	7
IX	Quarterly trends	8

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 Sales by segment - Quarterly trends

(Millions of yen)

		Q1		Q2		Q3	
		Amount	%	Amount	%	Amount	%
2014/3	Net Sales	64,516	100.0	72,606	100.0	68,791	100.0
	System Development	27,094	42.0	29,932	41.2	28,951	42.1
	System maintenance and operation/ Services	26,118	40.5	26,601	36.6	27,452	39.9
	Packaged Software/ Hardware Sales	10,550	16.4	15,356	21.2	11,596	16.9
	Prepaid Card Business	752	1.2	715	1.0	791	1.1

		1st half		Q3 total	
		Amount	%	Amount	%
		137,122	100.0	205,914	100.0
		57,027	41.6	85,978	41.8
		52,720	38.4	80,172	38.9
		25,907	18.9	37,503	18.2
		1,467	1.1	2,259	1.1

		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 (%)	Amount	change (%)	Amount	change (%)
Increase /Decrease	Net Sales	1,331	2.1	1,405	2.0	1,776	2.7
	System Development	2,958	12.3	1,231	4.3	893	3.2
	System maintenance and operation/ Services	1,303	5.3	232	0.9	1,258	4.8
	Packaged Software/ Hardware Sales	Δ 2,512	Δ19.2	Δ 62	Δ0.4	Δ 478	Δ4.0
	Prepaid Card Business	Δ 418	Δ35.7	3	0.5	101	14.7

		Amount	change (%)	Amount	change (%)
		2,737	2.0	4,513	2.2
		4,190	7.9	5,084	6.3
		1,536	3.0	2,794	3.6
		Δ 2,574	Δ9.0	Δ 3,052	Δ7.5
		Δ 414	Δ22.0	Δ 313	Δ12.2

II Sales by customer industry

(Millions of yen)

	Apr.2012-Dec.2012		Apr.2013-Dec.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	58,677	29.1	60,413	29.3	1,735	3.0
Distributors	33,792	16.8	34,934	17.0	1,141	3.4
Financial Institutions	42,391	21.0	45,431	22.1	3,040	7.2
Banks	14,163	7.0	15,157	7.4	994	7.0
Securities Firms	5,368	2.7	5,564	2.7	196	3.7
Shopping Credit/ Leasing Companies	6,767	3.4	7,012	3.4	245	3.6
Insurance Companies	16,092	8.0	17,697	8.6	1,604	10.0
Communications/Transportation	28,068	13.9	26,449	12.8	Δ 1,619	Δ 5.8
Utilities	1,326	0.7	1,201	0.6	Δ 125	Δ 9.4
Services	27,031	13.4	26,557	12.9	Δ 474	Δ 1.8
Others	10,111	5.0	10,926	5.3	814	8.1
Total	201,400	100.0	205,914	100.0	4,513	2.2

*"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-Dec.2012		Apr.2013-Dec.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	20,924	25.9	20,455	23.8	△ 469	△ 2.2
Distributors	11,043	13.7	11,793	13.7	750	6.8
Financial Institutions	30,235	37.4	34,129	39.7	3,893	12.9
Banks	10,534	13.0	11,032	12.8	497	4.7
Securities Firms	3,098	3.8	3,575	4.2	476	15.4
Shopping Credit/ Leasing Companies	2,936	3.6	3,785	4.4	849	28.9
Insurance Companies	13,664	16.9	15,735	18.3	2,070	15.2
Communications/Transportation	8,498	10.5	9,179	10.7	680	8.0
Utilities	1,048	1.3	913	1.1	△ 134	△ 12.9
Services	8,208	10.1	7,749	9.0	△ 459	△ 5.6
Others	935	1.2	1,759	2.0	823	87.9
Total	80,894	100.0	85,978	100.0	5,084	6.3

* 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-Dec.2012		Apr.2013-Dec.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	22,789	29.5	24,902	31.1	2,112	9.3
Distributors	16,833	21.8	17,222	21.5	389	2.3
Financial Institutions	9,847	12.7	9,559	11.9	△ 287	△ 2.9
Banks	3,149	4.1	3,482	4.3	332	10.6
Securities Firms	1,963	2.5	1,761	2.2	△ 202	△ 10.3
Shopping Credit/ Leasing Companies	2,939	3.8	2,513	3.1	△ 426	△ 14.5
Insurance Companies	1,794	2.3	1,802	2.2	7	0.4
Communications/Transportation	11,451	14.8	12,298	15.3	847	7.4
Utilities	201	0.3	222	0.3	20	10.4
Services	12,861	16.6	12,909	16.1	47	0.4
Others	3,393	4.4	3,057	3.8	△ 335	△ 9.9
Total	77,377	100.0	80,172	100.0	2,794	3.6

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	Apr.2012-Dec.2012		Apr.2013-Dec.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	14,963	36.9	15,055	40.1	91	0.6
Distributors	5,916	14.6	5,917	15.8	1	0.0
Financial Institutions	2,308	5.7	1,743	4.6	△ 565	△ 24.5
Banks	478	1.2	642	1.7	164	34.4
Securities Firms	306	0.8	227	0.6	△ 78	△ 25.7
Shopping Credit/ Leasing Companies	890	2.2	713	1.9	△ 177	△ 19.9
Insurance Companies	633	1.6	159	0.4	△ 473	△ 74.8
Communications/Transportation	8,118	20.0	4,971	13.3	△ 3,147	△ 38.8
Utilities	77	0.2	66	0.2	△ 11	△ 14.6
Services	5,961	14.7	5,898	15.7	△ 62	△ 1.1
Others	3,209	7.9	3,850	10.3	640	20.0
Total	40,556	100.0	37,503	100.0	△ 3,052	△ 7.5

* 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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	15,705	665	17,773	1,483	16,569	915
Industrial Systems Business	24.3	-	24.5	-	24.1	-
Financial Systems Business	12,922	901	13,741	1,517	13,825	1,478
	20.0	-	18.9	-	20.1	-
Global Systems Business	3,237	539	3,256	489	3,562	404
	5.0	-	4.5	-	5.2	-
Business Solutions	3,908	441	4,273	299	3,774	427
	6.1	-	5.9	-	5.5	-
Business Services	7,534	238	7,816	444	8,396	500
	11.7	-	10.8	-	12.2	-
IT Management	8,795	645	9,512	946	9,228	889
	13.6	-	13.1	-	13.4	-
IT Platform Solutions	11,463	135	15,317	1,328	12,448	772
	17.8	-	21.1	-	18.1	-
Prepaid Card Business	752	76	715	16	791	30
	1.2	-	1.0	-	1.1	-
Others	195	24	198	67	192	60
	0.3	-	0.3	-	0.3	-
Adjustment	-	Δ 180	-	Δ 296	-	Δ 265
Total	64,516	3,488	72,606	6,297	68,791	5,214
	100.0	-	100.0	-	100.0	-

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
33,478	2,148	50,048	3,064
24.4	-	24.3	-
26,664	2,419	40,490	3,897
19.4	-	19.7	-
6,494	1,028	10,056	1,433
4.7	-	4.9	-
8,182	741	11,957	1,169
6.0	-	5.8	-
15,351	683	23,747	1,183
11.2	-	11.5	-
18,308	1,592	27,537	2,481
13.4	-	13.4	-
26,780	1,463	39,229	2,236
19.5	-	19.0	-
1,467	93	2,259	123
1.1	-	1.1	-
393	92	586	153
0.3	-	0.3	-
-	Δ 476	-	Δ 742
137,122	9,786	205,914	15,000
100.0	-	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
	16,386	662	18,760	1,558	16,794	1,194	18,258	1,428
Industrial Systems Business	25.9	-	26.3	-	25.1	-	23.6	-
Financial Systems Business	11,266	736	13,358	1,223	12,733	1,134	14,496	1,458
	17.8	-	18.8	-	19.0	-	18.8	-
Global Systems Business	2,720	429	2,841	507	2,980	463	3,560	574
	4.3	-	4.0	-	4.4	-	4.6	-
Business Solutions	3,512	352	3,975	432	3,688	518	4,182	444
	5.6	-	5.6	-	5.5	-	5.4	-
Business Services	7,436	191	7,743	175	8,013	322	8,015	305
	11.8	-	10.9	-	12.0	-	10.4	-
IT Management	8,301	471	9,517	914	8,422	703	9,507	1,059
	13.1	-	13.4	-	12.6	-	12.3	-
IT Platform Solutions	12,185	264	14,089	1,096	13,490	658	18,262	1,596
	19.3	-	19.8	-	20.1	-	23.6	-
Prepaid Card Business	1,170	530	712	44	690	Δ 1	729	Δ 1
	1.9	-	1.0	-	1.0	-	0.9	-
Others	204	26	203	88	201	90	219	81
	0.3	-	0.3	-	0.3	-	0.3	-
Adjustment	-	Δ 217	-	Δ 195	-	Δ 429	-	Δ 93
Total	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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	Δ 681	3	Δ 987	Δ 75	Δ 225	Δ 279
Industrial Systems Business	Δ 4.2	0.5	Δ 5.3	Δ 4.8	Δ 1.3	Δ 23.4
	1,656	164	382	294	1,092	343
Financial Systems Business	14.7	22.4	2.9	24.1	8.6	30.3
	517	109	415	Δ 18	582	Δ 58
Global Systems Business	19.0	25.5	14.6	Δ 3.6	19.5	Δ 12.7
	396	88	298	Δ 132	86	Δ 90
Business Solutions	11.3	25.2	7.5	Δ 30.7	2.3	Δ 17.4
	98	46	73	268	382	177
Business Services	1.3	24.5	1.0	153.0	4.8	54.8
	494	174	Δ 4	31	806	186
IT Management	6.0	37.0	Δ 0.0	3.5	9.6	26.5
	Δ 722	Δ 129	1,228	231	Δ 1,041	114
IT Platform Solutions	Δ 5.9	Δ 48.9	8.7	21.1	Δ 7.7	17.5
	Δ 418	Δ 454	3	Δ 28	101	32
Prepaid Card Business	Δ 35.7	Δ 85.6	0.5	Δ 63.1	14.7	-
	Δ 8	Δ 1	Δ 5	Δ 20	Δ 9	Δ 29
Others	Δ 4.3	Δ 6.6	Δ 2.5	Δ 23.2	Δ 4.5	Δ 32.8
	-	37	-	Δ 100	-	164
Adjustment	-	-	-	-	-	-
Total	1,331	39	1,405	450	1,776	560
	2.1	1.2	2.0	7.7	2.7	12.0

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
Δ 1,668	Δ 71	Δ 1,894	Δ 350
Δ 4.7	Δ 3.2	Δ 3.6	Δ 10.3
2,039	459	3,131	803
8.3	23.4	8.4	26.0
932	91	1,514	32
16.8	9.7	17.7	2.3
695	Δ 43	781	Δ 134
9.3	Δ 5.6	7.0	Δ 10.3
172	315	554	492
1.1	86.0	2.4	71.4
489	206	1,296	392
2.7	14.9	4.9	18.8
505	102	Δ 535	217
1.9	7.5	Δ 1.3	10.7
Δ 414	Δ 482	Δ 313	Δ 450
Δ 22.0	Δ 83.8	Δ 12.2	Δ 78.5
Δ 14	Δ 22	Δ 23	Δ 51
Δ 3.5	Δ 19.4	Δ 3.8	Δ 25.3
-	Δ 63	-	100
-	-	-	-
2,737	490	4,513	1,051
2.0	5.3	2.2	7.3

*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	Q3 total	total
FY2013	Incoming Orders	27,442	30,719	29,178		87,339	
	Backlog	23,166	23,953	24,180		24,180	
FY2012	Incoming Orders	24,392	29,433	24,787	31,629	78,613	110,242
	Backlog	25,149	25,882	22,612	22,819	22,612	
Increase/Decrease	Incoming Orders	3,050	1,286	4,391		8,726	
	Backlog	Δ 1,983	Δ 1,929	1,568		1,568	

System maintenance and operation/Services		Q1	Q2	Q3	Q4	Q3 total	total
FY2013	Incoming Orders	26,467	21,051	24,072		71,591	
	Backlog	64,939	59,389	56,009		56,009	
FY2012	Incoming Orders	22,818	26,610	22,657	37,439	72,085	109,524
	Backlog	57,354	57,597	54,058	64,590	54,058	
Increase/Decrease	Incoming Orders	3,649	Δ 5,559	1,415		Δ 494	
	Backlog	7,585	1,792	1,951		1,951	

Packaged software/hardware sales		Q1	Q2	Q3	Q4	Q3 total	total
FY2013	Incoming Orders	12,343	14,990	16,059		43,392	
	Backlog	7,379	7,012	11,475		11,475	
FY2012	Incoming Orders	14,225	12,427	12,387	16,921	39,039	55,960
	Backlog	9,517	6,525	6,840	5,587	6,840	
Increase/Decrease	Incoming Orders	Δ 1,882	2,563	3,672		4,353	
	Backlog	Δ 2,138	487	4,635		4,635	

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	Apr.2012-Dec.2012		Apr.2013-Dec.2013		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	10,153	5.0	11,933	5.8	1,779	17.5
Sumitomo Group Companies	48,009	23.8	46,744	22.7	Δ 1,265	Δ 2.6

*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)		Q2 (2013.7~9)		Q3 (2013.10~12)	
	Amount	%	Amount	%	Amount	%
Net sales	64,516	100.0	72,606	100.0	68,791	100.0
Cost of sales	49,869	77.3	55,309	76.2	52,427	76.2
Gross Profit	14,647	22.7	17,296	23.8	16,363	23.8
S.G.&A. Expenses	11,158	17.3	10,999	15.1	11,149	16.2
Operating Income	3,488	5.4	6,297	8.7	5,214	7.6
Ordinary Income	3,750	5.8	6,914	9.5	5,655	8.2
Income before income taxes	3,365	5.2	6,185	8.5	4,744	6.9
Net Income	3,102	4.8	5,023	6.9	4,239	6.2

1st half (2013.4~9)		Q3 total (2013.4~12)		【Forecast】 Total (2013.4~2014.3)	
Amount	%	Amount	%	Amount	%
137,122	100.0	205,914	100.0	290,000	100.0
105,178	76.7	157,605	76.5	222,500	76.7
31,944	23.3	48,308	23.5	67,500	23.3
22,157	16.2	33,307	16.2	44,000	15.2
9,786	7.1	15,000	7.3	23,500	8.1
10,664	7.8	16,320	7.9	23,500	8.1
9,550	7.0	14,295	6.9		
8,126	5.9	12,365	6.0	17,500	6.0

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		Q2		Q3	
	Amount	change(%)	Amount	change(%)	Amount	change(%)
Net sales	1,331	2.1	1,405	2.0	1,776	2.7
Cost of sales	1,355	2.8	526	1.0	783	1.5
Gross Profit	Δ 24	Δ 0.2	879	5.4	992	6.5
S.G.&A. Expenses	Δ 64	Δ 0.6	428	4.1	431	4.0
Operating Income	39	1.2	450	7.7	560	12.0
Ordinary Income	Δ 155	Δ 4.0	544	8.5	785	16.1
Income before income taxes	Δ 542	Δ 13.9	Δ 236	Δ 3.7	Δ 103	Δ 2.1
Net Income	Δ 464	Δ 13.0	Δ 567	Δ 10.2	Δ 1,235	Δ 22.6

1st half		Q3 total	
Amount	change(%)	Amount	change(%)
2,737	2.0	4,513	2.2
1,881	1.8	2,665	1.7
855	2.8	1,847	4.0
364	1.7	796	2.4
490	5.3	1,051	7.5
389	3.8	1,175	7.8
Δ 779	Δ 7.5	Δ 882	Δ 5.8
Δ 1,032	Δ 11.3	Δ 2,268	Δ 15.5