



SCSK Corporation
Supplementary Information (Data Book)
2014/4/1-2014/6/30

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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	%
2015/3	Net Sales	66,569	100.0
	System Development	27,093	40.7
	System maintenance and operation/ Services	26,758	40.2
	Packaged Software/ Hardware Sales	11,807	17.7
	Prepaid Card Business	910	1.4

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
2014/3	Net Sales	64,516	100.0	72,606	100.0	68,791	100.0	82,322	100.0	137,122	100.0	205,914	100.0	151,113	100.0	288,236	100.0
	System Development	27,094	42.0	29,932	41.2	28,951	42.1	31,619	38.4	57,027	41.6	85,978	41.8	60,570	40.1	117,597	40.8
	System maintenance and operation/ Services	26,118	40.5	26,601	36.6	27,452	39.9	27,404	33.3	52,720	38.4	80,172	38.9	54,856	36.3	107,577	37.3
	Packaged Software/ Hardware Sales	10,550	16.3	15,356	21.2	11,596	16.9	22,515	27.4	25,907	18.9	37,503	18.2	34,111	22.6	60,019	20.8
	Prepaid Card Business	752	1.2	715	1.0	791	1.1	783	0.9	1,467	1.1	2,259	1.1	1,574	1.0	3,042	1.1

		Amount	%
		Increase /Decrease	
	Net Sales	2,053	3.2
	System Development	-1	-0.0
	System maintenance and operation/ Services	639	2.4
	Packaged Software/ Hardware Sales	1,257	11.9
	Prepaid Card Business	158	21.0

II Sales by customer industry

(Millions of yen)

	Apr.2013-Jun.2013		Apr.2014-Jun.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	18,260	28.3	19,214	28.9	954	5.2
Distributors	10,876	16.9	10,863	16.3	-12	-0.1
Financial Institutions	14,557	22.6	15,113	22.7	556	3.8
Banks	4,913	7.6	5,174	7.8	260	5.3
Securities Firms	1,692	2.6	1,788	2.7	96	5.7
Shopping Credit/ Leasing Companies	2,229	3.5	2,557	3.8	327	14.7
Insurance Companies	5,721	8.9	5,593	8.4	-128	-2.2
Communications/Transportation	8,477	13.1	9,097	13.7	620	7.3
Utilities	387	0.6	479	0.7	92	23.8
Services	8,448	13.1	8,340	12.5	-107	-1.3
Others	3,509	5.4	3,459	5.2	-49	-1.4
Total	64,516	100.0	66,569	100.0	2,053	3.2

*"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.2013-Jun.2013		Apr.2014-Jun.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	6,503	24.0	6,710	24.8	206	3.2
Distributors	3,493	12.9	2,967	11.0	-526	-15.1
Financial Institutions	11,009	40.6	11,052	40.8	43	0.4
Banks	3,626	13.4	3,782	14.0	155	4.3
Securities Firms	1,076	4.0	1,296	4.8	219	20.4
Shopping Credit/ Leasing Companies	1,229	4.5	1,302	4.8	72	5.9
Insurance Companies	5,075	18.7	4,671	17.2	-404	-8.0
Communications/Transportation	3,133	11.6	2,996	11.1	-136	-4.4
Utilities	291	1.1	397	1.5	105	36.2
Services	2,347	8.7	2,383	8.8	35	1.5
Others	315	1.2	585	2.2	269	85.5
Total	27,094	100.0	27,093	100.0	-1	-0.0

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	Apr.2013-Jun.2013		Apr.2014-Jun.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	7,777	29.8	8,781	32.8	1,003	12.9
Distributors	5,715	21.9	5,736	21.4	21	0.4
Financial Institutions	3,154	12.1	3,365	12.6	210	6.7
Banks	1,126	4.3	1,172	4.4	46	4.1
Securities Firms	584	2.2	463	1.7	-121	-20.8
Shopping Credit/ Leasing Companies	829	3.2	900	3.4	71	8.6
Insurance Companies	614	2.4	828	3.1	214	35.0
Communications/Transportation	3,991	15.3	3,677	13.7	-313	-7.8
Utilities	76	0.3	70	0.3	-6	-8.4
Services	4,301	16.5	4,408	16.5	106	2.5
Others	1,101	4.2	719	2.7	-382	-34.7
Total	26,118	100.0	26,758	100.0	639	2.4

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	Apr.2013-Jun.2013		Apr.2014-Jun.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	3,979	37.7	3,723	31.5	-255	-6.4
Distributors	1,667	15.8	2,160	18.3	492	29.5
Financial Institutions	393	3.7	695	5.9	302	76.9
Banks	160	1.5	219	1.9	58	36.7
Securities Firms	30	0.3	29	0.2	-1	-5.2
Shopping Credit/ Leasing Companies	170	1.6	354	3.0	184	108.1
Insurance Companies	31	0.3	92	0.8	60	190.6
Communications/Transportation	1,352	12.8	2,423	20.5	1,070	79.1
Utilities	18	0.2	12	0.1	-6	-36.7
Services	1,799	17.1	1,548	13.1	-250	-13.9
Others	1,339	12.7	1,244	10.5	-94	-7.1
Total	10,550	100.0	11,807	100.0	1,257	11.9

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2014	Q1	
	External sales Composition (%)	Operating income
	16,361	484
Industrial Systems Business	24.4	-
Financial Systems Business	12,787	1,161
	19.2	-
Global Systems Business	3,112	364
	4.7	-
Business Solutions	3,442	130
	5.2	-
Business Services	7,910	159
	11.9	-
IT Management	9,497	884
	14.3	-
IT Platform Solutions	12,359	256
	18.6	-
Prepaid Card Business	910	116
	1.4	-
Others	187	34
	0.3	-
Adjustment	-	-313
	-	-
Total	66,569	3,279
	100.0	-

FY2013	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	15,705	665	17,773	1,483	16,569	915	18,799	2,411
	24.3	-	24.5	-	24.1	-	22.8	-
Financial Systems Business	12,922	901	13,741	1,517	13,825	1,478	14,686	1,982
	20.0	-	18.9	-	20.1	-	17.8	-
Global Systems Business	3,237	539	3,256	489	3,562	404	3,866	523
	5.0	-	4.5	-	5.2	-	4.7	-
Business Solutions	3,908	441	4,273	299	3,774	427	3,990	374
	6.1	-	5.9	-	5.5	-	4.8	-
Business Services	7,534	238	7,816	444	8,396	500	8,106	341
	11.7	-	10.8	-	12.2	-	9.8	-
IT Management	8,795	645	9,512	946	9,228	889	9,821	1,408
	13.6	-	13.1	-	13.4	-	11.9	-
IT Platform Solutions	11,463	135	15,317	1,328	12,448	772	22,063	2,209
	17.8	-	21.1	-	18.1	-	26.8	-
Prepaid Card Business	752	76	715	16	791	30	783	24
	1.2	-	1.0	-	1.1	-	1.0	-
Others	195	24	198	67	192	60	207	111
	0.3	-	0.3	-	0.3	-	0.3	-
Adjustment	-	-180	-	-296	-	-265	-	-413
	-	-	-	-	-	-	-	-
Total	64,516	3,488	72,606	6,297	68,791	5,214	82,322	8,973
	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
33,478	2,148	50,048	3,064	35,368	3,327	68,847	5,476
24.4	-	24.3	-	23.4	-	23.9	-
26,664	2,419	40,490	3,897	28,511	3,460	55,176	5,879
19.4	-	19.7	-	18.9	-	19.1	-
6,494	1,028	10,056	1,433	7,428	927	13,922	1,956
4.7	-	4.9	-	4.9	-	4.8	-
8,182	741	11,957	1,169	7,765	802	15,947	1,543
6.0	-	5.8	-	5.1	-	5.5	-
15,351	683	23,747	1,183	16,502	841	31,854	1,524
11.2	-	11.5	-	10.9	-	11.1	-
18,308	1,592	27,537	2,481	19,049	2,297	37,358	3,889
13.4	-	13.4	-	12.6	-	13.0	-
26,780	1,463	39,229	2,236	34,512	2,982	61,293	4,445
19.5	-	19.0	-	22.8	-	21.3	-
1,467	93	2,259	123	1,574	55	3,042	148
1.1	-	1.1	-	1.0	-	1.1	-
393	92	586	153	400	172	793	265
0.3	-	0.3	-	0.3	-	0.3	-
-	-476	-	-742	-	-678	-	-1,155
-	-	-	-	-	-	-	-
137,122	9,786	205,914	15,000	151,113	14,188	288,236	23,974
100.0	-	100.0	-	100.0	-	100.0	-

Increase/Decrease Upper: Amount Lower: Rate	Q1	
	External sales Composition (%)	Operating income
Industrial Systems Business	656	-181
	4.2	-27.2
Financial Systems Business	-135	259
	-1.0	28.8
Global Systems Business	-124	-175
	-3.9	-32.5
Business Solutions	-466	-310
	-11.9	-70.4
Business Services	375	-78
	5.0	-32.9
IT Management	701	238
	8.0	37.0
IT Platform Solutions	896	121
	7.8	90.0
Prepaid Card Business	158	39
	21.0	52.0
Others	-8	10
	-4.5	40.3
Adjustment	-	-133
	-	-
Total	2,053	-209
	3.2	-6.0

*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
FY2014	Incoming Orders	32,367				
	Backlog	25,545				
FY2013	Incoming Orders	27,442	30,719	29,178	27,711	115,050
	Backlog	23,166	23,953	24,180	20,272	
Increase/Decrease	Incoming Orders	4,925				
	Backlog	2,379				

System maintenance and operation/Services		Q1	Q2	Q3	Q4	total
FY2014	Incoming Orders	28,249				
	Backlog	67,959				
FY2013	Incoming Orders	26,467	21,051	24,072	37,864	109,455
	Backlog	64,939	59,389	56,009	66,468	
Increase/Decrease	Incoming Orders	1,782				
	Backlog	3,020				

Packaged software/hardware sales		Q1	Q2	Q3	Q4	total
FY2014	Incoming Orders	14,383				
	Backlog	9,311				
FY2013	Incoming Orders	12,343	14,990	16,059	17,777	61,168
	Backlog	7,379	7,012	11,475	6,736	
Increase/Decrease	Incoming Orders	2,040				
	Backlog	1,932				

Total		Q1	Q2	Q3	Q4	total
FY2014	Incoming Orders	74,999				
	Backlog	102,816				
FY2013	Incoming Orders	66,252	66,761	69,309	83,352	285,674
	Backlog	95,484	90,354	91,664	93,476	
Increase/Decrease	Incoming Orders	8,747				
	Backlog	7,332				

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	Apr.2013-Jun.2013		Apr.2014-Jun.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	3,734	5.8	3,713	5.6	-21	-0.1
Sumitomo Group Companies	14,540	22.5	15,553	23.4	1,013	7.0

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

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

FY2014	Q1 (2014.4~6)	
	Amount	%
Net sales	66,569	100.0
Cost of sales	51,925	78.0
Gross Profit	14,644	22.0
S.G.&A. Expenses	11,365	17.1
Operating Income	3,279	4.9
Ordinary Income	3,644	5.5
Income before income taxes	3,109	4.7
Net Income	3,013	4.5

【Forecast】1st half (2014.4~9)	
Amount	%
140,000	100.0

【Forecast】Total (2014.4~2015.3)	
Amount	%
300,000	100.0
227,000	75.7
73,000	24.3
45,500	15.2
27,500	9.2
28,000	9.3

10,500	7.5
10,800	7.7

9,000	6.4
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22,000	7.3
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FY2013	Q1 (2013.4~6)		Q2 (2013.7~9)		Q3 (2013.10~12)		Q4 (2014.1~3)	
	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	64,516	100.0	72,606	100.0	68,791	100.0	82,322	100.0
Cost of sales	49,869	77.3	55,309	76.2	52,427	76.2	61,906	75.2
Gross Profit	14,647	22.7	17,296	23.8	16,363	23.8	20,416	24.8
S.G.&A. Expenses	11,158	17.3	10,999	15.1	11,149	16.2	11,442	13.9
Operating Income	3,488	5.4	6,297	8.7	5,214	7.6	8,973	10.9
Ordinary Income	3,750	5.8	6,914	9.5	5,655	8.2	9,370	11.4
Income before income taxes	3,365	5.2	6,185	8.5	4,744	6.9	5,161	6.3
Net Income	3,102	4.8	5,023	6.9	4,239	6.2	6,021	7.3

1st half (2013.4~9)		Q3 total (2013.4~12)		2nd half (2013.10~2014.3)		Total (2013.4~2014.3)	
Amount	%	Amount	%	Amount	%	Amount	%
137,122	100.0	205,914	100.0	151,113	100.0	288,236	100.0
105,178	76.7	157,605	76.5	114,333	75.7	219,511	76.2
31,944	23.3	48,308	23.5	36,780	24.3	68,724	23.8
22,157	16.2	33,307	16.2	22,591	15.0	44,749	15.5
9,786	7.1	15,000	7.3	14,188	9.4	23,974	8.3
10,664	7.8	16,320	7.9	15,025	9.9	25,690	8.9
9,550	7.0	14,295	6.9	9,906	6.6	19,457	6.8
8,126	5.9	12,365	6.0	10,261	6.8	18,387	6.4

Increase / Decrease	Q1	
	Amount	%
Net sales	2,053	3.2
Cost of sales	2,055	4.1
Gross Profit	-2	-0.0
S.G.&A. Expenses	206	1.9
Operating Income	-209	-6.0
Ordinary Income	-105	-2.8
Income before income taxes	-255	-7.6
Net Income	-89	-2.9