



SCSK Corporation
Supplementary Information (Data Book)
2014/4/1-2014/12/31

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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		Q2		Q3	
		Amount	%	Amount	%	Amount	%
2015/3	Net Sales	66,569	100.0	75,954	100.0	71,950	100.0
	System Development	27,093	40.7	30,564	40.2	28,829	40.1
	System maintenance and operation/ Services	26,758	40.2	27,540	36.3	27,795	38.6
	Packaged Software/ Hardware Sales	11,807	17.7	16,986	22.4	14,506	20.2
	Prepaid Card Business	910	1.4	862	1.1	819	1.1

		1st half		Q3 total	
		Amount	%	Amount	%
		142,524	100.0	214,474	100.0
		57,657	40.5	86,486	40.3
		54,299	38.1	82,094	38.3
		28,794	20.2	43,300	20.2
		1,773	1.2	2,592	1.2

		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	%	Amount	%	Amount	%
Increase /Decrease	Net Sales	2,053	3.2	3,348	4.6	3,159	4.6
	System Development	-1	-0.0	631	2.1	-121	-0.4
	System maintenance and operation/ Services	639	2.4	939	3.5	343	1.3
	Packaged Software/ Hardware Sales	1,257	11.9	1,629	10.6	2,910	25.1
	Prepaid Card Business	158	21.0	147	20.6	27	3.5

		Amount	%	Amount	%
		5,401	3.9	8,560	4.2
		630	1.1	508	0.6
		1,578	3.0	1,922	2.4
		2,886	11.1	5,796	15.5
		305	20.8	332	14.7

II Sales by customer industry

(Millions of yen)

	Apr.2013-Dec.2013		Apr.2014-Dec.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	60,040	29.2	63,487	29.6	3,447	5.7
Distributors	34,713	16.9	32,685	15.2	-2,027	-5.8
Financial Institutions	45,758	22.2	46,370	21.6	611	1.3
Banks	15,156	7.4	16,345	7.6	1,188	7.8
Securities Firms	5,602	2.7	5,691	2.7	89	1.6
Shopping Credit/ Leasing Companies	7,192	3.5	7,342	3.4	150	2.1
Insurance Companies	17,807	8.6	16,990	7.9	-816	-4.6
Communications/Transportation	26,590	12.9	33,547	15.6	6,957	26.2
Utilities	1,226	0.6	1,478	0.7	252	20.6
Services	26,580	12.9	25,985	12.1	-594	-2.2
Others	11,005	5.3	10,919	5.1	-86	-0.8
Total	205,914	100.0	214,474	100.0	8,560	4.2

*"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-Dec.2013		Apr.2014-Dec.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	20,452	23.8	22,364	25.9	1,912	9.3
Distributors	11,730	13.6	9,174	10.6	-2,556	-21.8
Financial Institutions	34,224	39.8	33,832	39.1	-391	-1.1
Banks	11,032	12.8	12,048	13.9	1,015	9.2
Securities Firms	3,570	4.2	4,223	4.9	653	18.3
Shopping Credit/ Leasing Companies	3,885	4.5	3,882	4.5	-2	-0.1
Insurance Companies	15,735	18.3	13,677	15.8	-2,057	-13.1
Communications/Transportation	9,193	10.7	10,963	12.7	1,769	19.3
Utilities	913	1.1	1,193	1.4	280	30.7
Services	7,798	9.1	6,850	7.9	-948	-12.2
Others	1,665	1.9	2,107	2.4	442	26.5
Total	85,978	100.0	86,486	100.0	508	0.6

* 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-Dec.2013		Apr.2014-Dec.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	24,748	30.9	27,391	33.4	2,643	10.7
Distributors	17,205	21.5	17,204	21.0	-0	-0.0
Financial Institutions	9,616	12.0	10,408	12.7	792	8.2
Banks	3,481	4.3	3,557	4.3	75	2.2
Securities Firms	1,766	2.2	1,371	1.7	-395	-22.4
Shopping Credit/ Leasing Companies	2,565	3.2	2,779	3.4	213	8.3
Insurance Companies	1,802	2.2	2,700	3.3	898	49.8
Communications/Transportation	12,308	15.4	11,272	13.7	-1,036	-8.4
Utilities	222	0.3	214	0.3	-8	-3.9
Services	13,085	16.3	13,254	16.1	169	1.3
Others	2,985	3.7	2,349	2.9	-636	-21.3
Total	80,172	100.0	82,094	100.0	1,922	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-Dec.2013		Apr.2014-Dec.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	14,839	39.6	13,730	31.7	-1,108	-7.5
Distributors	5,777	15.4	6,306	14.6	529	9.2
Financial Institutions	1,918	5.1	2,129	4.9	210	11.0
Banks	642	1.7	740	1.7	97	15.2
Securities Firms	265	0.7	96	0.2	-168	-63.5
Shopping Credit/ Leasing Companies	740	2.0	680	1.6	-60	-8.2
Insurance Companies	269	0.7	612	1.4	342	127.0
Communications/Transportation	5,087	13.6	11,312	26.1	6,224	122.3
Utilities	89	0.2	70	0.2	-19	-21.4
Services	5,696	15.2	5,880	13.6	184	3.2
Others	4,094	10.9	3,870	8.9	-224	-5.5
Total	37,503	100.0	43,300	100.0	5,796	15.5

* 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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	16,361	484	19,574	2,157	18,102	1,451
Industrial Systems Business	24.4	-	25.8	-	25.2	-
	12,787	1,161	13,913	1,432	13,634	1,489
Financial Systems Business	19.2	-	18.3	-	18.9	-
	3,112	364	3,019	382	3,111	485
Global Systems Business	4.7	-	4.0	-	4.3	-
	3,442	130	3,502	306	3,297	456
Business Solutions	5.2	-	4.6	-	4.6	-
	7,910	159	8,444	791	8,573	673
Business Services	11.9	-	11.1	-	11.9	-
	9,497	884	10,138	1,324	9,860	1,086
IT Management	14.3	-	13.3	-	13.7	-
	12,359	256	16,304	1,579	14,358	616
IT Platform Solutions	18.6	-	21.5	-	20.0	-
	910	116	862	94	819	40
Prepaid Card Business	1.4	-	1.1	-	1.1	-
	187	34	193	99	192	103
Others	0.3	-	0.3	-	0.3	-
	-	-313	-	-306	-	-321
Adjustment	-	-	-	-	-	-
	66,569	3,279	75,954	7,862	71,950	6,081
Total	100.0	-	100.0	-	100.0	-

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
35,936	2,641	54,039	4,093
25.2	-	25.2	-
26,701	2,594	40,335	4,083
18.7	-	18.8	-
6,132	746	9,243	1,231
4.3	-	4.3	-
6,945	437	10,243	894
4.9	-	4.8	-
16,355	951	24,928	1,624
11.5	-	11.6	-
19,635	2,208	29,496	3,295
13.8	-	13.8	-
28,664	1,836	43,022	2,452
20.1	-	20.1	-
1,773	210	2,592	251
1.2	-	1.2	-
380	134	573	238
0.3	-	0.3	-
-	-620	-	-941
-	-	-	-
142,524	11,141	214,474	17,223
100.0	-	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
	15,705	665	17,773	1,483	16,569	915	18,799	2,411
Industrial Systems Business	24.3	-	24.5	-	24.1	-	22.8	-
	12,922	901	13,741	1,517	13,825	1,478	14,686	1,982
Financial Systems Business	20.0	-	18.9	-	20.1	-	17.8	-
	3,237	539	3,256	489	3,562	404	3,866	523
Global Systems Business	5.0	-	4.5	-	5.2	-	4.7	-
	3,908	441	4,273	299	3,774	427	3,990	374
Business Solutions	6.1	-	5.9	-	5.5	-	4.8	-
	7,534	238	7,816	444	8,396	500	8,106	341
Business Services	11.7	-	10.8	-	12.2	-	9.8	-
	8,795	645	9,512	946	9,228	889	9,821	1,408
IT Management	13.6	-	13.1	-	13.4	-	11.9	-
	11,463	135	15,317	1,328	12,448	772	22,063	2,209
IT Platform Solutions	17.8	-	21.1	-	18.1	-	26.8	-
	752	76	715	16	791	30	783	24
Prepaid Card Business	1.2	-	1.0	-	1.1	-	1.0	-
	195	24	198	67	192	60	207	111
Others	0.3	-	0.3	-	0.3	-	0.3	-
	-	-180	-	-296	-	-265	-	-413
Adjustment	-	-	-	-	-	-	-	-
	64,516	3,488	72,606	6,297	68,791	5,214	82,322	8,973
Total	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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	656	-181	1,801	674	1,533	535
Industrial Systems Business	4.2	-27.2	10.1	45.5	9.3	58.5
	-135	259	171	-84	-191	11
Financial Systems Business	-1.0	28.8	1.3	-5.6	-1.4	0.8
	-124	-175	-237	-107	-451	80
Global Systems Business	-3.9	-32.5	-7.3	-21.9	-5.6	-12.7
	-466	-310	-771	7	-477	28
Business Solutions	-11.9	-70.4	-18.0	2.4	-12.6	6.7
	375	-78	627	346	177	173
Business Services	5.0	-32.9	8.0	78.0	2.1	34.7
	701	238	625	377	632	197
IT Management	8.0	37.0	6.6	39.9	6.9	22.2
	896	121	987	251	1,909	-156
IT Platform Solutions	7.8	90.0	6.4	18.9	15.3	-20.2
	158	39	147	77	27	10
Prepaid Card Business	21.0	52.0	20.6	468.2	3.5	33.2
	-8	10	-4	31	-0	42
Others	-4.5	40.3	-2.2	47.0	-0.2	70.3
	-	-133	-	-10	-	-56
Adjustment	-	-	-	-	-	-
	2,053	-209	3,348	1,564	3,159	867
Total	3.2	-6.0	4.6	24.8	4.6	16.6

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
2,457	493	3,991	1,028
7.3	22.9	8.0	33.6
36	175	-154	186
0.1	7.2	-0.4	4.8
-361	-282	-813	-201
-5.6	-27.5	-8.1	-14.1
-1,237	-303	-1,714	-275
-15.1	-41.0	-14.3	-23.5
1,003	268	1,181	441
6.5	39.3	5.0	37.3
1,326	616	1,959	813
7.2	38.7	7.1	32.8
1,883	372	3,792	216
7.0	25.5	9.7	9.7
305	117	332	127
20.8	126.2	14.7	103.3
-13	41	-13	84
-3.3	45.2	-2.3	55.1
-	-143	-	-199
-	-	-	-
5,401	1,355	8,560	2,222
3.9	13.9	4.2	14.8

*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
FY2014	Incoming Orders	32,367	30,961	25,935		89,263	
	Backlog	25,545	25,942	23,047		23,047	
FY2013	Incoming Orders	27,442	30,719	29,178	27,711	87,339	115,050
	Backlog	23,166	23,953	24,180	20,272	24,180	20,272
Increase/Decrease	Incoming Orders	4,925	242	-3,244		1,924	
	Backlog	2,379	1,989	-1,132		-1,132	
System maintenance and operation/Services		Q1	Q2	Q3	Q4	Q3 Total	total
FY2014	Incoming Orders	28,249	25,239	22,938		76,426	
	Backlog	67,959	65,657	60,800		60,800	
FY2013	Incoming Orders	26,467	21,051	24,072	37,864	71,591	109,455
	Backlog	64,939	59,389	56,009	66,468	56,009	66,468
Increase/Decrease	Incoming Orders	1,782	4,187	-1,134		4,835	
	Backlog	3,020	6,268	4,791		4,791	
Packaged software/hardware sales		Q1	Q2	Q3	Q4	Q3 Total	total
FY2014	Incoming Orders	14,383	15,488	17,272		47,143	
	Backlog	9,311	7,813	10,579		10,579	
FY2013	Incoming Orders	12,343	14,990	16,059	17,777	43,392	61,168
	Backlog	7,379	7,012	11,475	6,736	11,475	6,736
Increase/Decrease	Incoming Orders	2,040	498	1,214		3,752	
	Backlog	1,932	801	-896		-896	
Total		Q1	Q2	Q3	Q4	Q3 Total	total
FY2014	Incoming Orders	74,999	71,688	66,145		212,833	
	Backlog	102,816	99,413	94,426		94,426	
FY2013	Incoming Orders	66,252	66,761	69,309	83,352	202,322	285,674
	Backlog	95,484	90,354	91,664	93,476	91,664	93,476
Increase/Decrease	Incoming Orders	8,747	4,927	-3,163		10,511	
	Backlog	7,332	9,058	2,763		2,763	

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	Apr.2013-Dec.2013		Apr.2014-Dec.2014		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	11,933	5.8	10,894	5.1	-1,038	-8.7
Sumitomo Group Companies	46,584	22.6	52,553	24.5	5,969	12.8

*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)		Q2 (2014.7~9)		Q3 (2014.10~12)	
	Amount	%	Amount	%	Amount	%
Net sales	66,569	100.0	75,954	100.0	71,950	100.0
Cost of sales	51,925	78.0	57,155	75.2	54,709	76.0
Gross Profit	14,644	22.0	18,798	24.8	17,241	24.0
S.G.&A. Expenses	11,365	17.1	10,936	14.4	11,159	15.5
Operating Income	3,279	4.9	7,862	10.4	6,081	8.5
Ordinary Income	3,644	5.5	8,246	10.9	6,429	8.9
Income before income taxes	3,109	4.7	8,102	10.7	4,204	5.8
Net Income	3,013	4.5	6,222	8.2	3,831	5.3

1st half (2014.4~9)		Q3 total (2014.4~12)	
Amount	%	Amount	%
142,524	100.0	214,474	100.0
109,080	76.5	163,790	76.4
33,443	23.5	50,684	23.6
22,301	15.6	33,460	15.6
11,141	7.8	17,223	8.0
11,891	8.3	18,321	8.5
11,211	7.9	15,415	7.2
9,235	6.5	13,066	6.1

【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
22,000	7.3

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		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net sales	2,053	3.2	3,348	4.6	3,159	4.6
Cost of sales	2,055	4.1	1,846	3.3	2,282	4.4
Gross Profit	-2	-0.0	1,502	8.7	877	5.4
S.G.&A. Expenses	206	1.9	-62	-0.6	9	0.1
Operating Income	-209	-6.0	1,564	24.8	867	16.6
Ordinary Income	-105	-2.8	1,332	19.3	774	13.7
Income before income taxes	-255	-7.6	1,916	31.0	-540	-11.4
Net Income	-89	-2.9	1,198	23.9	-408	-9.6

1st half		Q3 total	
Amount	%	Amount	%
5,401	3.9	8,560	4.2
3,901	3.7	6,184	3.9
1,499	4.7	2,376	4.9
143	0.6	153	0.5
1,355	13.9	2,222	14.8
1,226	11.5	2,000	12.3
1,661	17.4	1,120	7.8
1,109	13.7	701	5.7