



SCSK Corporation
Supplementary Information (Data Book)

2016/4/1-2016/6/30

Index

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

I Sales by segment - Quarterly trends

(Millions of yen)

		Q1	
FY2016		Amount	%
	Net Sales	75,352	100.0
	System Development	29,735	39.5
	System Maintenance and Operation/ Services	30,438	40.4
	Packaged Software/ Hardware Sales	14,351	19.0
	Prepaid Card Business	826	1.1

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
FY2015		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net Sales	74,026	100.0	80,785	100.0	80,403	100.0	88,728	100.0	154,812	100.0	235,216	100.0	169,132	100.0	323,945	100.0
	System Development	28,345	38.3	30,946	38.3	31,592	39.3	33,586	37.9	59,291	38.3	90,883	38.6	65,178	38.5	124,470	38.4
	System Maintenance and Operation/ Services	28,727	38.8	29,368	36.4	29,954	37.3	31,120	35.1	58,095	37.5	88,049	37.4	61,074	36.1	119,170	36.8
	Packaged Software/ Hardware Sales	16,141	21.8	19,744	24.4	18,033	22.4	23,167	26.1	35,886	23.2	53,919	22.9	41,200	24.4	77,087	23.8
	Prepaid Card Business	812	1.1	726	0.9	824	1.0	853	1.0	1,539	1.0	2,363	1.0	1,678	1.0	3,217	1.0

		Q1	
Increase/Decrease		Amount	%
	Net Sales	1,326	1.8
	System Development	1,390	4.9
	System Maintenance and Operation/ Services	1,711	6.0
	Packaged Software/ Hardware Sales	- 1,790	- 11.1
	Prepaid Card Business	14	1.7

II Sales by customer industry

(Millions of yen)

	FY2015 Apr.2015-Jun.2015		FY2016 Apr.2016-Jun.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	19,028	25.7	21,187	28.1	2,158	11.3
Distributors	11,796	15.9	12,481	16.6	685	5.8
Financial Institutions	16,138	21.8	18,018	23.9	1,880	11.7
Banks	5,469	7.4	5,852	7.8	382	7.0
Securities Firms	2,463	3.3	2,196	2.9	- 266	- 10.8
Shopping Credit/ Leasing Companies	2,389	3.2	2,977	4.0	588	24.6
Insurance Companies	5,816	7.9	6,991	9.3	1,175	20.2
Communications/ Transportation	13,792	18.6	10,992	14.6	- 2,800	- 20.3
Utilities	723	1.0	932	1.2	208	28.8
Services	7,941	10.7	8,116	10.8	174	2.2
Others	4,605	6.2	3,624	4.8	- 981	- 21.3
Total	74,026	100.0	75,352	100.0	1,326	1.8

*"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)

	FY2015 Apr.2015-Jun.2015		FY2016 Apr.2016-Jun.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	6,659	23.5	7,281	24.5	622	9.3
Distributors	3,056	10.8	2,561	8.6	- 494	- 16.2
Financial Institutions	12,079	42.6	13,502	45.4	1,423	11.8
Banks	4,157	14.7	4,410	14.8	253	6.1
Securities Firms	1,895	6.7	1,593	5.4	- 301	- 15.9
Shopping Credit/ Leasing Companies	1,257	4.4	1,610	5.4	352	28.0
Insurance Companies	4,769	16.8	5,888	19.8	1,119	23.5
Communications/ Transportation	3,304	11.7	2,862	9.6	- 442	- 13.4
Utilities	558	2.0	622	2.1	63	11.4
Services	2,022	7.1	2,112	7.1	90	4.5
Others	663	2.3	792	2.7	128	19.4
Total	28,345	100.0	29,735	100.0	1,390	4.9

* We made a partial amendment in previously disclosed data.

IV Sales by segment & customer industry (System Maintenance and Operation/Services)

(Millions of yen)

	FY2015 Apr.2015-Jun.2015		FY2016 Apr.2016-Jun.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	9,250	32.2	10,526	34.6	1,276	13.8
Distributors	5,941	20.7	6,694	22.0	752	12.7
Financial Institutions	3,548	12.4	3,960	13.0	411	11.6
Banks	1,155	4.0	1,294	4.3	138	12.0
Securities Firms	481	1.7	536	1.8	55	11.4
Shopping Credit/ Leasing Companies	928	3.2	1,082	3.6	154	16.6
Insurance Companies	982	3.4	1,046	3.4	63	6.5
Communications/ Transportation	3,795	13.2	3,928	12.9	132	3.5
Utilities	89	0.3	181	0.6	91	102.9
Services	4,391	15.3	4,505	14.8	113	2.6
Others	1,709	6.0	642	2.1	- 1,067	- 62.4
Total	28,727	100.0	30,438	100.0	1,711	6.0

* We made a partial amendment in previously disclosed data.

V Sales by segment & customer industry (Packaged Software/Hardware Sales)

(Millions of yen)

	FY2015 Apr.2015-Jun.2015		FY2016 Apr.2016-Jun.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	3,118	19.3	3,378	23.5	259	8.3
Distributors	2,797	17.3	3,225	22.5	428	15.3
Financial Institutions	510	3.2	555	3.9	45	8.8
Banks	156	1.0	147	1.0	- 9	- 5.8
Securities Firms	86	0.5	65	0.5	- 20	- 23.4
Shopping Credit/ Leasing Companies	203	1.3	285	2.0	81	40.4
Insurance Companies	64	0.4	56	0.4	- 7	- 11.8
Communications/ Transportation	6,692	41.5	4,202	29.3	- 2,490	- 37.2
Utilities	75	0.5	129	0.9	53	70.3
Services	1,527	9.5	1,498	10.4	- 29	- 1.9
Others	1,419	8.8	1,362	9.5	- 57	- 4.0
Total	16,141	100.0	14,351	100.0	- 1,790	- 11.1

* We made a partial amendment in previously disclosed data.

VI External Sales and Operating Income by Reported Segment - Quarterly trend:

(Millions of yen)

FY2016	Q1		
	External Sales	Composition(%)	Operating Income
Manufacturing Systems Business	10,106	13.4	661
Telecommunication Systems Business	6,266	8.3	1,005
Distribution Systems Business	11,453	15.2	1,403
Financial Systems Business	16,959	22.5	1,901
Business Solutions	4,718	6.3	357
Business Services	10,145	13.5	567
IT Platform Solutions	14,685	19.5	616
Prepaid Card Business	826	1.1	111
Others	192	0.3	- 9
Adjustment	—	—	- 491
Total	75,352	100.0	6,124

FY2015	Q1		
	External Sales	Composition(%)	Operating Income
Manufacturing Systems Business	9,371	12.7	268
Telecommunication Systems Business	5,828	7.9	895
Distribution Systems Business	11,751	15.9	1,562
Financial Systems Business	15,513	21.0	1,586
Business Solutions	4,789	6.5	222
Business Services	8,610	11.6	279
IT Platform Solutions	17,155	23.2	915
Prepaid Card Business	812	1.1	91
Others	194	0.3	17
Adjustment	—	—	- 398
Total	74,026	100.0	5,440

Q2		
External Sales	Composition(%)	Operating Income
10,195	12.6	776
5,825	7.2	984
11,932	14.8	1,703
17,197	21.3	2,253
4,708	5.8	395
9,727	12.0	774
20,273	25.1	1,840
726	0.9	44
198	0.2	91
—	—	- 379
80,785	100.0	8,486

Q3		
External Sales	Composition(%)	Operating Income
9,861	12.3	795
6,163	7.7	1,097
12,204	15.2	1,757
18,422	22.9	2,789
4,700	5.8	348
10,386	12.9	987
17,649	22.0	955
824	1.0	38
191	0.2	105
—	—	- 397
80,403	100.0	8,476

Q4		
External Sales	Composition(%)	Operating Income
11,052	12.5	1,160
6,727	7.6	1,234
12,689	14.3	1,799
19,755	22.3	1,730
4,853	5.5	626
10,549	11.9	798
22,057	24.9	2,604
853	1.0	51
189	0.2	98
—	—	- 723
88,728	100.0	9,381

1st half		
External Sales	Composition(%)	Operating Income
19,567	12.6	1,044
11,654	7.5	1,880
23,683	15.3	3,265
32,710	21.1	3,839
9,498	6.1	618
18,337	11.8	1,054
37,428	24.2	2,756
1,539	1.0	136
393	0.3	109
—	—	- 777
154,812	100.0	13,926

Q3 total		
External Sales	Composition(%)	Operating Income
29,429	12.5	1,840
17,817	7.6	2,978
35,888	15.3	5,023
51,132	21.7	6,628
14,198	6.0	966
28,723	12.2	2,041
55,078	23.4	3,711
2,363	1.0	174
584	0.2	214
—	—	- 1,175
235,216	100.0	22,403

2nd half		
External Sales	Composition(%)	Operating Income
20,914	12.4	1,956
12,890	7.6	2,332
24,893	14.7	3,557
38,177	22.6	4,519
9,554	5.6	974
20,935	12.4	1,786
39,707	23.5	3,559
1,678	1.0	89
381	0.2	203
—	—	- 1,121
169,132	100.0	17,858

Total		
External Sales	Composition(%)	Operating Income
40,481	12.5	3,001
24,545	7.6	4,212
48,577	15.0	6,822
70,887	21.9	8,359
19,052	5.9	1,592
39,273	12.1	2,840
77,135	23.8	6,316
3,217	1.0	225
774	0.2	313
—	—	- 1,898
323,945	100.0	31,785

Increase/Decrease	Q1			
	External Sales		Operating income	
	Amount	Composition(%)	Amount	Rate(%)
Manufacturing Systems Business	734	7.8	393	146.8
Telecommunication Systems Business	438	7.5	109	12.3
Distribution Systems Business	- 297	- 2.5	- 158	- 10.2
Financial Systems Business	1,445	9.3	315	19.9
Business Solutions	- 71	- 1.5	135	60.8
Business Services	1,534	17.8	287	102.8
IT Platform Solutions	- 2,470	- 14.4	- 298	- 32.6
Prepaid Card Business	14	1.7	20	22.1
Others	- 2	- 1.1	- 26	- 151.9
Adjustment	—	—	- 93	—
Total	1,326	1.8	684	12.6

VII Amount of incoming orders and backlog by segment

(Millions of yen)

System development		Q1	Q2	Q3	Q4	Total
FY2016	Incoming Orders	31,044				
	Backlog	26,420				
FY2015	Incoming Orders	32,264	30,509	29,326	33,845	125,946
	Backlog	27,554	27,117	24,852	25,111	25,111
Increase/Decrease	Incoming Orders	- 1,220				
	Backlog	- 1,134				

System maintenance and operation/Services		Q1	Q2	Q3	Q4	Total
FY2016	Incoming Orders	28,591				
	Backlog	75,923				
FY2015	Incoming Orders	25,620	26,843	25,513	44,808	122,784
	Backlog	71,049	68,524	64,083	77,771	77,771
Increase/Decrease	Incoming Orders	2,971				
	Backlog	4,874				

Packaged software/hardware sales		Q1	Q2	Q3	Q4	Total
FY2016	Incoming Orders	17,321				
	Backlog	9,470				
FY2015	Incoming Orders	20,857	18,199	17,474	18,804	75,335
	Backlog	12,967	11,422	10,863	6,500	6,500
Increase/Decrease	Incoming Orders	- 3,535				
	Backlog	- 3,496				

Total		Q1	Q2	Q3	Q4	Total
FY2016	Incoming Orders	76,958				
	Backlog	111,814				
FY2015	Incoming Orders	78,742	75,551	72,314	97,458	324,066
	Backlog	111,571	107,064	99,798	109,382	109,382
Increase/Decrease	Incoming Orders	- 1,783				
	Backlog	243				

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2015		FY2016		Increase/Decrease	
	Apr.2015-Jun.2015		Apr.2016-Jun.2016			
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	3,770	5.1	3,530	4.7	- 239	- 6.4
Sumitomo Group Companies	20,089	27.1	16,880	22.4	- 3,209	- 16.0

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

FY2016	Q1		【Forecast】 1st half		【Forecast】 Total	
	Apr.2016-Jun.2016		Apr.2016-Sep.2016		Apr.2016-Mar.2017	
	Amount	%	Amount	%	Amount	%
Net Sales	75,352	100.0	156,000	100.0	330,000	100.0
Cost of Sales	57,141	75.8			248,500	75.3
Gross Profit	18,211	24.2			81,500	24.7
S.G.&A. Expenses	12,086	16.0			48,500	14.7
Operating Income	6,124	8.1	14,000	9.0	33,000	10.0
Ordinary Income	6,732	8.9	15,000	9.6	34,000	10.3
Income Before Income Taxes	6,743	8.9				
Profit Attributable to Owners Parent	7,296	9.7	12,500	8.0	25,000	7.6

FY2015	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2015-Jun.2015		Jul.2015-Sep.2015		Oct.2015-Dec.2015		Jan.2016-Mar.2016		Apr.2015-Sep.2015		Apr.2015-Dec.2015		Sep.2015-Mar.2016		Apr.2015-Mar.2016	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	74,026	100.0	80,785	100.0	80,403	100.0	88,728	100.0	154,812	100.0	235,216	100.0	169,132	100.0	323,945	100.0
Cost of Sales	56,746	76.7	61,292	75.9	60,548	75.3	67,336	75.9	118,039	76.2	178,587	75.9	127,884	75.6	245,923	75.9
Gross Profit	17,280	23.3	19,493	24.1	19,855	24.7	21,392	24.1	36,773	23.8	56,629	24.1	41,247	24.4	78,021	24.1
S.G.&A. Expenses	11,839	16.0	11,007	13.6	11,378	14.2	12,010	13.5	22,846	14.8	34,225	14.6	23,389	13.8	46,235	14.3
Operating Income	5,440	7.3	8,486	10.5	8,476	10.5	9,381	10.6	13,926	9.0	22,403	9.5	17,858	10.6	31,785	9.8
Ordinary Income	5,830	7.9	8,950	11.1	8,936	11.1	9,892	11.1	14,780	9.5	23,717	10.1	18,829	11.1	33,610	10.4
Income Before Income Taxes	5,466	7.4	8,896	11.0	8,907	11.1	9,588	10.8	14,362	9.3	23,269	9.9	18,496	10.9	32,858	10.1
Profit Attributable to Owners Parent	4,395	5.9	6,608	8.2	6,729	8.4	9,221	10.4	11,004	7.1	17,734	7.5	15,951	9.4	26,956	8.3

Increase/Decrease	Q1	
	Amount	%
Net Sales	1,326	1.8
Cost of Sales	394	0.7
Gross Profit	931	5.4
S.G.&A. Expenses	247	2.1
Operating Income	684	12.6
Ordinary Income	901	15.5
Income Before Income Taxes	1,277	23.4
Profit Attributable to Owners Parent	2,901	66.0