SCSK Corporation
Supplementary Information (Data Book)

2016/4/1-2016/12/31

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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.
・SCSK cannot be held responsible for losses resulting from information contained in this report. This report should not

Ⅰ Sales by segment

（Millions of yen）

FY2016	Q1 Amount	Q1 %	Q2 Amount	Q2 %	Q3 Amount	Q3 %	1st half Amount	1st half %	Q3 total Amount	Q3 total %
Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	157,412	100.0	239,047	100.0
Systems Development	29,735	39.5	32,222	39.3	31,314	38.4	61,957	39.4	93,272	39.0
System Maintenance and Operation/ Services	30,438	40.4	31,337	38.2	31,761	38.9	61,776	39.2	93,538	39.1
Packaged Software/ Hardware Sales	14,351	19.0	17,787	21.7	17,740	21.7	32,138	20.4	49,878	20.9
Prepaid Card Business	826	1.1	712	0.9	818	1.0	1,539	1.0	2,357	1.0

FY2015	Q1 Amount	Q1 %	Q2 Amount	Q2 %	Q3 Amount	Q3 %	Q4 Amount	Q4 %	1st half Amount	1st half %	Q3 total Amount	Q3 total %	2nd half Amount	2nd half %	Total Amount	Total %
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
Systems 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

Increase/Decrease	Q1 Amount	Q1 %	Q2 Amount	Q2 %	Q3 Amount	Q3 %	1st half Amount	1st half %	Q3 total Amount	Q3 total %
Net Sales	1,326	1.8	1,273	1.6	1,231	1.5	2,599	1.7	3,830	1.6
Systems Development	1,390	4.9	1,275	4.1	- 277	- 0.9	2,666	4.5	2,388	2.6
System Maintenance and Operation/ Services	1,711	6.0	1,969	6.7	1,807	6.0	3,681	6.3	5,488	6.2
Packaged Software/ Hardware Sales	- 1,790	- 11.1	- 1,957	- 9.9	- 293	- 1.6	- 3,747	- 10.4	- 4,040	- 7.5
Prepaid Card Business	14	1.7	- 13	- 1.9	- 5	- 0.7	0	0.0	- 5	- 0.2

Ⅱ Sales by customer industry

（Millions of yen）

	FY2015 Apr.2015-Dec.2015		FY2016 Apr.2016-Dec.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	63,101	26.8	66,492	27.8	3,390	5.4
Distributors	36,483	15.5	37,566	15.7	1,082	3.0
Financial Institutions	53,691	22.8	55,283	23.1	1,591	3.0
Banks	17,447	7.4	18,720	7.8	1,273	7.3
Securities Firms	8,665	3.7	6,924	2.9	- 1,741	- 20.1
Shopping Credit/ Leasing Companies	8,641	3.7	9,110	3.8	468	5.4
Insurance Companies	18,936	8.1	20,527	8.6	1,591	8.4
Communications/ Transportation	43,362	18.4	38,958	16.3	- 4,403	- 10.2
Utilities	2,509	1.1	2,507	1.0	- 2	- 0.1
Services	24,611	10.5	25,469	10.7	858	3.5
Others	11,456	4.9	12,770	5.3	1,314	11.5
Total	235,216	100.0	239,047	100.0	3,830	1.6

*"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-Dec.2015		FY2016 Apr.2016-Dec.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	21,335	23.5	22,295	23.9	959	4.5
Distributors	8,975	9.9	7,959	8.5	- 1,015	- 11.3
Financial Institutions	40,120	44.1	41,240	44.2	1,119	2.8
Banks	13,142	14.5	14,161	15.2	1,019	7.8
Securities Firms	6,996	7.7	5,043	5.4	- 1,953	- 27.9
Shopping Credit/ Leasing Companies	4,404	4.8	5,062	5.4	657	14.9
Insurance Companies	15,577	17.1	16,972	18.2	1,395	9.0
Communications/ Transportation	9,917	10.9	9,740	10.4	- 176	- 1.8
Utilities	1,813	2.0	1,838	2.0	24	1.4
Services	6,346	7.0	6,773	7.3	427	6.7
Others	2,375	2.6	3,424	3.7	1,049	44.2
Total	90,883	100.0	93,272	100.0	2,388	2.6

* 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-Dec.2015		FY2016 Apr.2016-Dec.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	30,002	34.1	32,635	34.9	2,633	8.8
Distributors	18,710	21.2	20,295	21.7	1,585	8.5
Financial Institutions	11,103	12.6	12,154	13.0	1,050	9.5
Banks	3,609	4.1	3,897	4.2	288	8.0
Securities Firms	1,475	1.7	1,633	1.7	158	10.8
Shopping Credit/ Leasing Companies	2,962	3.4	3,412	3.6	449	15.2
Insurance Companies	3,056	3.5	3,211	3.4	154	5.0
Communications/ Transportation	11,492	13.1	12,236	13.1	743	6.5
Utilities	315	0.4	490	0.5	174	55.5
Services	13,342	15.2	13,614	14.6	271	2.0
Others	3,083	3.5	2,111	2.3	- 972	- 31.5
Total	88,049	100.0	93,538	100.0	5,488	6.2

* 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-Dec.2015		FY2016 Apr.2016-Dec.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	11,764	21.8	11,561	23.2	- 202	- 1.7
Distributors	8,798	16.3	9,311	18.7	513	5.8
Financial Institutions	2,467	4.6	1,888	3.8	- 578	- 23.5
Banks	696	1.3	661	1.3	- 35	- 5.0
Securities Firms	194	0.4	247	0.5	53	27.6
Shopping Credit/ Leasing Companies	1,274	2.4	635	1.3	- 639	- 50.1
Insurance Companies	301	0.6	343	0.7	41	13.8
Communications/ Transportation	21,952	40.7	16,980	34.0	- 4,971	- 22.6
Utilities	381	0.7	179	0.4	- 201	- 53.0
Services	4,922	9.1	5,081	10.2	158	3.2
Others	3,633	6.7	4,876	9.8	1,242	34.2
Total	53,919	100.0	49,878	100.0	- 4,040	- 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)

FY2016	Q1			Q2			Q3			1st half			Q3 total		
	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income
Manufacturing Systems Business	10,106	13.4	661	10,319	12.6	777	10,559	12.9	852	20,425	13.0	1,438	30,985	13.0	2,291
Telecommunication Systems Business	6,266	8.3	1,005	6,543	8.0	1,198	6,609	8.1	1,465	12,809	8.1	2,203	19,418	8.1	3,669
Distribution Systems Business	11,453	15.2	1,403	12,117	14.8	2,032	12,055	14.8	1,802	23,570	15.0	3,436	35,626	14.9	5,239
Financial Systems Business	16,959	22.5	1,901	17,981	21.9	1,706	17,166	21.0	1,636	34,940	22.2	3,608	52,107	21.8	5,244
Business Solutions	4,718	6.3	357	4,768	5.8	534	4,710	5.8	513	9,486	6.0	891	14,197	5.9	1,404
Business Services	10,145	13.5	567	10,685	13.0	908	10,895	13.3	985	20,830	13.2	1,475	31,726	13.3	2,461
IT Platform Solutions	14,685	19.5	616	18,737	22.8	1,824	18,628	22.8	1,844	33,422	21.2	2,441	52,050	21.8	4,285
Prepaid Card Business	826	1.1	111	712	0.9	35	818	1.0	35	1,539	1.0	146	2,357	1.0	182
Others	192	0.3	- 9	194	0.2	67	190	0.2	73	387	0.2	58	578	0.2	131
Adjustment	—	–	- 491	—	–	- 485	—	–	- 564	—	–	- 976	—	–	- 1,541
Total	75,352	100.0	6,124	82,059	100.0	8,598	81,634	100.0	8,645	157,412	100.0	14,723	239,047	100.0	23,368

FY2015	Q1			Q2			Q3			Q4			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	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income	External sales	Composition(%)	Operating income
Manufacturing Systems Business	9,371	12.7	268	10,195	12.6	776	9,861	12.3	795	11,052	12.5	1,160	19,567	12.6	1,044	29,429	12.5	1,840	20,914	12.4	1,956	40,481	12.5	3,001
Telecommunication Systems Business	5,828	7.9	895	5,825	7.2	984	6,163	7.7	1,097	6,727	7.6	1,234	11,654	7.5	1,880	17,817	7.6	2,978	12,890	7.6	2,332	24,545	7.6	4,212
Distribution Systems Business	11,751	15.9	1,562	11,932	14.8	1,703	12,204	15.2	1,757	12,689	14.3	1,799	23,683	15.3	3,265	35,888	15.3	5,023	24,893	14.7	3,557	48,577	15.0	6,822
Financial Systems Business	15,513	21.0	1,586	17,197	21.3	2,253	18,422	22.9	2,789	19,755	22.3	1,730	32,710	21.1	3,839	51,132	21.7	6,628	38,177	22.6	4,519	70,887	21.9	8,359
Business Solutions	4,789	6.5	222	4,708	5.8	395	4,700	5.8	348	4,853	5.5	626	9,498	6.1	618	14,198	6.0	966	9,554	5.6	974	19,052	5.9	1,592
Business Services	8,610	11.6	279	9,727	12.0	774	10,386	12.9	987	10,549	11.9	798	18,337	11.8	1,054	28,723	12.2	2,041	20,935	12.4	1,786	39,273	12.1	2,840
IT Platform Solutions	17,155	23.2	915	20,273	25.1	1,840	17,649	22.0	955	22,057	24.9	2,604	37,428	24.2	2,756	55,078	23.4	3,711	39,707	23.5	3,559	77,135	23.8	6,316
Prepaid Card Business	812	1.1	91	726	0.9	44	824	1.0	38	853	1.0	51	1,539	1.0	136	2,363	1.0	174	1,678	1.0	89	3,217	1.0	225
Others	194	0.3	17	198	0.2	91	191	0.2	105	189	0.2	98	393	0.3	109	584	0.2	214	381	0.2	203	774	0.2	313
Adjustment	—	–	- 398	—	–	- 379	—	–	- 397	—	–	- 723	—	–	- 777	—	–	- 1,175	—	–	- 1,121	—	–	- 1,898
Total	74,026	100.0	5,440	80,785	100.0	8,486	80,403	100.0	8,476	88,728	100.0	9,381	154,812	100.0	13,926	235,216	100.0	22,403	169,132	100.0	17,858	323,945	100.0	31,785

Increase/Decrease	Q1				Q2				Q3				1st half				Q3 total			
	Increase		Operating income		Increase		Operating income		Increase		Operating income		Increase		Operating income		Increase		Operating income	
	Amount	Composition(%)	Amount	Rate(%)	Amount	Composition(%)	Amount	Rate(%)	Amount	Composition(%)	Amount	Rate(%)	Amount	Composition(%)	Amount	Rate(%)	Amount	Composition(%)	Amount	Rate(%)
Manufacturing Systems Business	734	7.8	393	146.8	123	1.2	0	0.0	697	7.1	56	7.1	858	4.4	393	37.7	1,556	5.3	450	24.5
Telecommunication Systems Business	438	7.5	109	12.3	717	12.3	213	21.7	445	7.2	368	33.6	1,155	9.9	323	17.2	1,600	9.0	691	23.2
Distribution Systems Business	- 297	- 2.5	- 158	- 10.2	184	1.5	329	19.4	- 148	- 1.2	45	2.6	- 113	- 0.5	170	5.2	- 261	- 0.7	215	4.3
Financial Systems Business	1,445	9.3	315	19.9	784	4.6	- 546	- 24.3	- 1,255	- 6.8	- 1,152	- 41.3	2,230	6.8	- 231	- 6.0	974	1.9	- 1,384	- 20.9
Business Solutions	- 71	- 1.5	135	60.8	59	1.3	138	35.0	10	0.2	165	47.4	- 11	- 0.1	273	44.2	- 1	- 0.0	438	45.4
Business Services	1,534	17.8	287	102.8	957	9.8	133	17.2	509	4.9	- 1	- 0.2	2,492	13.6	421	39.9	3,002	10.5	419	20.5
IT Platform Solutions	- 2,470	- 14.4	- 298	- 32.6	- 1,535	- 7.6	- 16	- 0.9	978	5.5	889	93.1	- 4,005	- 10.7	- 314	- 11.4	- 3,027	- 5.5	574	15.5
Prepaid Card Business	14	1.7	20	22.1	- 13	- 1.9	- 9	- 21.6	- 5	- 0.7	- 2	- 6.3	0	0.0	10	7.6	- 5	- 0.2	7	4.6
Others	- 2	- 1.1	- 26	- 151.9	- 4	- 2.1	- 24	- 26.4	△ 0	- 0.3	- 31	- 30.2	- 6	- 1.6	- 51	- 46.8	- 6	- 1.2	- 82	- 38.6
Adjustment	—	–	- 93	–	—	–	- 106	–	—	–	- 167	–	—	–	- 199	–	—	–	- 366	–
Total	1,326	1.8	684	12.6	1,273	1.6	111	1.3	1,231	1.5	168	2.0	2,599	1.7	796	5.7	3,830	1.6	964	4.3

Ⅶ Amount of incoming orders and backlog by segment

（Millions of yen）

Systems development		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2016	Incoming Orders	31,044	32,435	31,899		95,379	
	Backlog	26,420	26,633	27,218		27,218	
FY2015	Incoming Orders	32,264	30,509	29,326	33,845	92,100	125,946
	Backlog	27,554	27,117	24,852	25,111	24,852	25,111
Increase/Decrease	Incoming Orders	- 1,220	1,926	2,572		3,279	
	Backlog	- 1,134	- 484	2,366		2,366	

System maintenance and operation/Service		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2016	Incoming Orders	28,591	26,153	25,971		80,716	
	Backlog	75,923	70,739	64,948		64,948	
FY2015	Incoming Orders	25,620	26,843	25,513	44,808	77,976	122,784
	Backlog	71,049	68,524	64,083	77,771	64,083	77,771
Increase/Decrease	Incoming Orders	2,971	- 689	458		2,739	
	Backlog	4,874	2,215	865		865	

Packaged software/hardware sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2016	Incoming Orders	17,321	19,177	16,324		52,823	
	Backlog	9,470	10,860	9,444		9,444	
FY2015	Incoming Orders	20,857	18,199	17,240	19,038	56,297	75,335
	Backlog	12,967	11,422	10,629	6,500	10,629	6,500
Increase/Decrease	Incoming Orders	- 3,535	977	- 915		- 3,473	
	Backlog	- 3,496	- 561	- 1,184		- 1,184	

Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2016	Incoming Orders	76,958	77,765	74,195		228,919	
	Backlog	111,814	108,233	101,612		101,612	
FY2015	Incoming Orders	78,742	75,551	72,080	97,692	226,374	324,066
	Backlog	111,571	107,064	99,564	109,382	99,564	109,382
Increase/Decrease	Incoming Orders	- 1,783	2,214	2,115		2,545	
	Backlog	243	1,169	2,047		2,047	

Ⅷ Sales to Sumitomo Corporation and Sumitomo Group Companies

（Millions of yen）

	FY2015 Apr.2015-Dec.2015		FY2016 Apr.2016-Dec.2016		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	10,884	4.6	10,820	4.5	- 64	- 0.6
Sumitomo Group Companies	63,051	26.8	56,945	23.8	- 6,105	- 9.7

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

Ⅸ Quarterly trends

(Millions of yen)

FY2016	Q1		Q2		Q3		1st half		Q3 total		【Forecast】Total	
	Apr.2016-Jun.2016		Jul.2016-Sep.2016		Oct.2016-Dec.2016		Apr.2016-Sep.2016		Apr.2016-Dec.2016		Apr.2016-Mar.2017	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	157,412	100.0	239,047	100.0	330,000	100.0
Cost of Sales	57,141	75.8	61,810	75.3	61,082	74.8	118,951	75.6	180,034	75.3	248,500	75.3
Gross Profit	18,211	24.2	20,249	24.7	20,552	25.2	38,460	24.4	59,013	24.7	81,500	24.7
SG & A Expenses	12,086	16.0	11,651	14.2	11,907	14.6	23,737	15.1	35,644	14.9	48,500	14.7
Operating Income	6,124	8.1	8,598	10.5	8,645	10.6	14,723	9.4	23,368	9.8	33,000	10.0
Ordinary Income	6,732	8.9	9,049	11.0	9,365	11.5	15,781	10.0	25,147	10.5	34,000	10.3
Profit Before Income Taxes	6,743	8.9	8,995	11.0	9,991	12.2	15,738	10.0	25,730	10.8		
Profit Attributable to Owners of Parent	7,296	9.7	5,990	7.3	6,967	8.5	13,286	8.4	20,253	8.5	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		Oct.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
SG & 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
Profit 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 of 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		Q2		Q3		1st half		Q3 total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	1,326	1.8	1,273	1.6	1,231	1.5	2,599	1.7	3,830	1.6
Cost of Sales	394	0.7	518	0.8	534	0.9	912	0.8	1,446	0.8
Gross Profit	931	5.4	755	3.9	696	3.5	1,687	4.6	2,384	4.2
SG & A Expenses	247	2.1	643	5.8	528	4.6	891	3.9	1,419	4.1
Operating Income	684	12.6	111	1.3	168	2.0	796	5.7	964	4.3
Ordinary Income	901	15.5	99	1.1	428	4.8	1,001	6.8	1,430	6.0
Profit Before Income Taxes	1,277	23.4	99	1.1	1,084	12.2	1,376	9.6	2,460	10.6
Profit Attributable to Owners of Parent	2,901	66.0	- 618	- 9.4	237	3.5	2,282	20.7	2,519	14.2