



SCSK Corporation
Supplementary Information (Data Book)

2017/4/1-2017/6/30

Index

Financial Review (Consolidated)

I	Sales by sales segment - Quarterly trends	1
II	Sales by customer industry	2
III	Sales by sales segment & customer industry (Systems Development)	3
IV	Sales by sales segment & customer industry (System Maintenance and Operation/ Services)	4
V	Sales by sales segment & customer industry (Packaged Software/Hardware Sales)	5
VI	External sales and segment profit by reportable segment	6
VII	Amount of incoming orders and backlog by sales 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 Sales Segment

(Millions of yen)

		Q1	
FY2017		Amount	%
	Net Sales	77,219	100.0
	Systems Development	29,559	38.3
	System Maintenance and Operation/ Services	31,313	40.6
	Packaged Software/ Hardware Sales	15,448	20.0
	Prepaid Card Business	898	1.2

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
FY2016		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	90,255	100.0	157,412	100.0	239,047	100.0	171,890	100.0	329,303	100.0
	Systems Development	29,735	39.5	32,222	39.3	31,314	38.4	33,778	37.4	61,957	39.4	93,272	39.0	65,093	37.9	127,051	38.6
	System Maintenance and Operation/ Services	30,438	40.4	31,337	38.2	31,761	38.9	32,263	35.7	61,776	39.2	93,538	39.1	64,025	37.2	125,802	38.2
	Packaged Software/ Hardware Sales	14,351	19.0	17,787	21.7	17,740	21.7	23,268	25.8	32,138	20.4	49,878	20.9	41,008	23.9	73,147	22.2
	Prepaid Card Business	826	1.1	712	0.9	818	1.0	944	1.0	1,539	1.0	2,357	1.0	1,762	1.0	3,302	1.0

		Q1	
Increase / Decrease		Amount	%
	Net Sales	1,866	2.5
	Systems Development	- 176	- 0.6
	System Maintenance and Operation/ Services	874	2.9
	Packaged Software/ Hardware Sales	1,096	7.6
	Prepaid Card Business	71	8.6

II Sales by customer industry

(Millions of yen)

	FY2016 Apr.2016-Jun.2016		FY2017 Apr.2017-Jun.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	21,150	28.1	20,812	27.0	- 337	- 1.6
Distributors	12,521	16.6	12,851	16.6	329	2.6
Financial Institutions	18,005	23.9	17,651	22.9	- 353	- 2.0
Banks	5,834	7.7	5,883	7.6	49	0.8
Securities Firms	2,197	2.9	2,176	2.8	- 20	- 0.9
Shopping Credit/ Leasing Companies	2,981	4.0	2,889	3.7	- 91	- 3.1
Insurance Companies	6,991	9.3	6,701	8.7	- 290	- 4.2
Communications/ Transportation	11,007	14.6	13,453	17.4	2,445	22.2
Utilities	932	1.2	806	1.0	- 126	- 13.6
Services	8,110	10.8	7,961	10.3	- 148	- 1.8
Others	3,625	4.8	3,682	4.8	57	1.6
Total	75,352	100.0	77,219	100.0	1,866	2.5

**Others" include sales of prepaid card business.

* We made a partial amendment in previously disclosed data.

III Sales by sales segment & customer industry (Systems Development)

(Millions of yen)

	FY2016 Apr.2016-Jun.2016		FY2017 Apr.2017-Jun.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	7,286	24.5	7,071	23.9	- 215	- 3.0
Distributors	2,562	8.6	2,572	8.7	10	0.4
Financial Institutions	13,499	45.4	12,795	43.3	- 704	- 5.2
Banks	4,405	14.8	4,450	15.1	44	1.0
Securities Firms	1,593	5.4	1,474	5.0	- 119	- 7.5
Shopping Credit/ Leasing Companies	1,612	5.4	1,408	4.8	- 204	- 12.7
Insurance Companies	5,888	19.8	5,462	18.5	- 425	- 7.2
Communications/ Transportation	2,862	9.6	3,532	11.9	670	23.4
Utilities	622	2.1	496	1.7	- 125	- 20.2
Services	2,112	7.1	2,018	6.8	- 93	- 4.4
Others	790	2.7	1,072	3.6	281	35.6
Total	29,735	100.0	29,559	100.0	- 176	- 0.6

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2016 Apr.2016-Jun.2016		FY2017 Apr.2017-Jun.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	10,488	34.5	10,241	32.7	- 246	- 2.3
Distributors	6,717	22.1	6,915	22.1	197	2.9
Financial Institutions	3,960	13.0	4,284	13.7	323	8.2
Banks	1,294	4.3	1,267	4.0	- 27	- 2.1
Securities Firms	536	1.8	605	1.9	68	12.7
Shopping Credit/ Leasing Companies	1,082	3.6	1,312	4.2	230	21.3
Insurance Companies	1,046	3.4	1,098	3.5	52	5.0
Communications/ Transportation	3,943	13.0	4,400	14.1	456	11.6
Utilities	181	0.6	168	0.5	- 12	- 7.1
Services	4,500	14.8	4,532	14.5	32	0.7
Others	646	2.1	771	2.5	124	19.2
Total	30,438	100.0	31,313	100.0	874	2.9

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2016 Apr.2016-Jun.2016		FY2017 Apr.2017-Jun.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	3,375	23.5	3,499	22.7	124	3.7
Distributors	3,241	22.6	3,363	21.8	121	3.8
Financial Institutions	544	3.8	571	3.7	26	4.9
Banks	133	0.9	165	1.1	31	23.5
Securities Firms	66	0.5	97	0.6	30	45.3
Shopping Credit/ Leasing Companies	286	2.0	168	1.1	- 118	- 41.2
Insurance Companies	56	0.4	140	0.9	83	146.1
Communications/ Transportation	4,201	29.3	5,521	35.7	1,319	31.4
Utilities	129	0.9	140	0.9	11	9.2
Services	1,497	10.4	1,410	9.1	- 87	- 5.8
Others	1,360	9.5	941	6.1	- 419	- 30.8
Total	14,351	100.0	15,448	100.0	1,096	7.6

* We made a partial amendment in previously disclosed data.

VI External Sales and Segment Profit by Reportable Segment - Quarterly trends

(Millions of yen)

FY2017	Q1		
	External Sales	Composition(%)	Segment Profit
Manufacturing Systems Business	9,265	12.0	318
Telecommunication Systems Business	6,403	8.3	990
Distribution Systems Business	11,098	14.4	940
Financial Systems Business	16,778	21.7	583
Business Solutions	6,053	7.8	61
Business Services	10,418	13.5	393
IT Platform Solutions	16,112	20.9	1,018
Prepaid Card Business	898	1.2	101
Others	190	0.2	- 19
Adjustment	—	—	- 498
Total	77,219	100.0	3,889

FY2016	Q1		
	External Sales	Composition(%)	Segment Profit
Manufacturing Systems Business	9,530	12.6	835
Telecommunication Systems Business	6,306	8.4	1,018
Distribution Systems Business	10,894	14.5	1,328
Financial Systems Business	16,976	22.5	1,925
Business Solutions	5,795	7.7	214
Business Services	10,145	13.5	567
IT Platform Solutions	14,685	19.5	624
Prepaid Card Business	826	1.1	111
Others	192	0.3	- 9
Adjustment	—	—	- 491
Total	75,352	100.0	6,124

Q2		
External Sales	Composition(%)	Segment Profit
9,685	11.8	1,019
6,688	8.2	1,244
11,507	14.0	1,894
17,980	21.9	1,727
5,867	7.2	356
10,685	13.0	907
18,737	22.8	1,830
712	0.9	35
194	0.2	67
—	—	- 485
82,059	100.0	8,598

Q3		
External Sales	Composition(%)	Segment Profit
9,926	12.2	1,096
6,759	8.3	1,481
11,405	14.0	1,665
17,165	21.0	1,648
5,844	7.2	374
10,895	13.3	984
18,628	22.8	1,848
818	1.0	35
190	0.2	73
—	—	- 564
81,634	100.0	8,645

Q4		
External Sales	Composition(%)	Segment Profit
11,053	12.2	1,317
7,002	7.8	1,564
11,983	13.3	1,715
18,420	20.4	2,067
6,247	6.9	495
11,085	12.3	842
23,329	25.8	2,855
944	1.0	96
188	0.2	128
—	—	- 736
90,255	100.0	10,346

1st half		
External Sales	Composition(%)	Segment Profit
19,215	12.2	1,854
12,995	8.3	2,262
22,402	14.2	3,222
34,957	22.2	3,653
11,662	7.4	571
20,830	13.2	1,475
33,422	21.2	2,455
1,539	1.0	146
387	0.2	58
—	—	- 976
157,412	100.0	14,723

Q3 total		
External Sales	Composition(%)	Segment Profit
29,141	12.2	2,951
19,755	8.3	3,744
33,808	14.1	4,888
52,122	21.8	5,301
17,507	7.3	945
31,726	13.3	2,460
52,050	21.8	4,303
2,357	1.0	182
578	0.2	131
—	—	- 1,541
239,047	100.0	23,368

2nd half		
External Sales	Composition(%)	Segment Profit
20,979	12.2	2,414
13,762	8.0	3,045
23,389	13.6	3,381
35,586	20.7	3,716
12,091	7.0	869
21,981	12.8	1,827
41,957	24.4	4,704
1,762	1.0	132
379	0.2	201
—	—	- 1,301
171,890	100.0	18,991

Total		
External Sales	Composition(%)	Segment Profit
40,194	12.2	4,269
26,758	8.1	5,308
45,792	13.9	6,603
70,543	21.4	7,369
23,754	7.2	1,440
42,811	13.0	3,302
75,379	22.9	7,159
3,302	1.0	278
766	0.2	260
—	—	- 2,278
329,303	100.0	33,714

Increase/Decrease	Q1			
	External Sales		Segment Profit	
	Amount	Rate(%)	Amount	Rate(%)
Manufacturing Systems Business	- 265	- 2.8	- 517	- 61.9
Telecommunication Systems Business	96	1.5	- 27	- 2.7
Distribution Systems Business	203	1.9	- 388	- 29.2
Financial Systems Business	- 198	- 1.2	- 1,342	- 69.7
Business Solutions	258	4.5	- 153	- 71.4
Business Services	273	2.7	- 174	- 30.7
IT Platform Solutions	1,427	9.7	394	63.2
Prepaid Card Business	71	8.6	- 9	- 9.0
Others	- 2	- 1.0	- 9	—
Adjustment	—	—	- 7	—
Total	1,866	2.5	- 2,235	- 36.5

VII Amount of Incoming Orders and Backlog by Sales Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Total
FY2017	Incoming Orders	30,109				
	Backlog	25,874				
FY2016	Incoming Orders	31,044	32,435	31,899	31,884	127,264
	Backlog	26,420	26,633	27,218	25,324	25,324
Increase/Decrease	Incoming Orders	- 935				
	Backlog	- 546				

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Total
FY2017	Incoming Orders	27,183				
	Backlog	77,720				
FY2016	Incoming Orders	28,591	26,153	25,971	49,165	129,881
	Backlog	75,923	70,739	64,948	81,850	81,850
Increase/Decrease	Incoming Orders	- 1,408				
	Backlog	1,796				

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Total
FY2017	Incoming Orders	16,972				
	Backlog	11,501				
FY2016	Incoming Orders	17,321	19,177	16,324	23,800	76,624
	Backlog	9,470	10,860	9,444	9,977	9,977
Increase/Decrease	Incoming Orders	- 349				
	Backlog	2,030				

Total		Q1	Q2	Q3	Q4	Total
FY2017	Incoming Orders	74,264				
	Backlog	115,095				
FY2016	Incoming Orders	76,958	77,765	74,195	104,850	333,770
	Backlog	111,814	108,233	101,612	117,151	117,151
Increase/Decrease	Incoming Orders	- 2,693				
	Backlog	3,280				

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2016		FY2017		Increase/Decrease	
	Apr.2016-Jun.2016		Apr.2017-Jun.2017			
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	3,530	4.7	3,724	4.8	193	5.5
Sumitomo Group Companies	16,880	22.4	18,653	24.2	1,773	10.5

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

FY2017	Q1		【Forecast】 1st half		(Millions of yen)	
	Apr.2017-Jun.2017		Apr.2017-Sep.2017		【Forecast】 Total	
	Amount	%	Amount	%	Amount	%
Net Sales	77,219	100.0	160,000	100.0	340,000	100.0
Cost of Sales	60,395	78.2			254,500	74.9
Gross Profit	16,824	21.8			85,500	25.1
SG & A Expenses	12,934	16.8			49,500	14.6
Operating Profit	3,889	5.0	15,000	9.4	36,000	10.6
Ordinary Profit	4,455	5.8	15,500	9.7	37,000	10.9
Profit Before Income Taxes	4,446	5.8				
Profit Attributable to Owners of Parent	2,844	3.7	10,000	6.3	24,500	7.2

FY2016	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2016-Jun.2016		Jul.2016-Sep.2016		Oct.2016-Dec.2016		Jan.2017-Mar.2017		Apr.2016-Sep.2016		Apr.2016-Dec.2016		Oct.2016-Mar.2017		Apr.2016-Mar.2017	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	90,255	100.0	157,412	100.0	239,047	100.0	171,890	100.0	329,303	100.0
Cost of Sales	57,141	75.8	61,810	75.3	61,082	74.8	67,514	74.8	118,951	75.6	180,034	75.3	128,596	74.8	247,548	75.2
Gross Profit	18,211	24.2	20,249	24.7	20,552	25.2	22,741	25.2	38,460	24.4	59,013	24.7	43,293	25.2	81,754	24.8
SG & A Expenses	12,086	16.0	11,651	14.2	11,907	14.6	12,395	13.7	23,737	15.1	35,644	14.9	24,302	14.1	48,040	14.6
Operating Profit	6,124	8.1	8,598	10.5	8,645	10.6	10,346	11.5	14,723	9.4	23,368	9.8	18,991	11.0	33,714	10.2
Ordinary Profit	6,732	8.9	9,049	11.0	9,365	11.5	10,974	12.2	15,781	10.0	25,147	10.5	20,339	11.8	36,121	11.0
Profit Before Income Taxes	6,743	8.9	8,995	11.0	9,991	12.2	10,096	11.2	15,738	10.0	25,730	10.8	20,088	11.7	35,827	10.9
Profit Attributable to Owners of Parent	7,296	9.7	5,990	7.3	6,967	8.5	8,204	9.1	13,286	8.4	20,253	8.5	15,171	8.8	28,458	8.6

Increase/Decrease	Q1	
	Amount	%
Net Sales	1,866	2.5
Cost of Sales	3,253	5.7
Gross Profit	- 1,387	- 7.6
SG & A Expenses	847	7.0
Operating Profit	- 2,235	- 36.5
Ordinary Profit	- 2,276	- 33.8
Profit Before Income Taxes	- 2,296	- 34.1
Profit Attributable to Owners of Parent	- 4,452	- 61.0