



SCSK Corporation
Supplementary Information (Data Book)

2023/4/1 – 2023/12/31

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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.
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I Sales by Segment

(Millions of yen)

		Q1		Q2		Q3	
		Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
FY2023							
	Net Sales	113,371	100.0	117,824	100.0	120,167	100.0
	Systems Development	47,915	42.3	50,101	42.5	51,621	43.0
	System Maintenance and Operation/ Services	45,427	40.1	46,891	39.8	47,679	39.7
	Packaged Software/ Hardware Sales	20,028	17.7	20,832	17.7	20,866	17.4

		1st half		Q3 total	
		Amount	Compo sition(%)	Amount	Compo sition(%)
FY2023					
	Net Sales	231,196	100.0	351,363	100.0
	Systems Development	98,016	42.4	149,637	42.6
	System Maintenance and Operation/ Services	92,318	39.9	139,997	39.8
	Packaged Software/ Hardware Sales	40,861	17.7	61,728	17.6

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
		Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
FY2022																	
	Net Sales	104,417	100.0	108,682	100.0	109,924	100.0	122,888	100.0	213,099	100.0	323,024	100.0	232,812	100.0	445,912	100.0
	Systems Development	41,238	39.5	44,569	41.0	45,827	41.7	48,797	39.7	85,807	40.3	131,635	40.8	94,625	40.6	180,433	40.5
	System Maintenance and Operation/ Services	41,578	39.8	43,625	40.1	44,355	40.4	46,078	37.5	85,204	40.0	129,559	40.1	90,433	38.8	175,638	39.4
	Packaged Software/ Hardware Sales	21,600	20.7	20,487	18.9	19,740	18.0	28,012	22.8	42,087	19.8	61,828	19.1	47,753	20.5	89,841	20.1

		Q1		Q2		Q3	
		Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
YoY							
	Net Sales	8,953	8.6	9,142	8.4	10,243	9.3
	Systems Development	6,676	16.2	5,532	12.4	5,793	12.6
	System Maintenance and Operation/ Services	3,848	9.3	3,265	7.5	3,323	7.5
	Packaged Software/ Hardware Sales	- 1,571	- 7.3	344	1.7	1,126	5.7

		1st half		Q3 total	
		Amount	Change (%)	Amount	Change (%)
YoY					
	Net Sales	18,096	8.5	28,339	8.8
	Systems Development	12,208	14.2	18,001	13.7
	System Maintenance and Operation/ Services	7,114	8.3	10,437	8.1
	Packaged Software/ Hardware Sales	- 1,226	- 2.9	- 100	- 0.2

II Sales by Customer Industry

(Millions of yen)

	FY2022 Apr.2022-Dec.2022		FY2023 Apr.2023-Dec.2023		YoY	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	95,260	29.5	107,146	30.5	11,886	12.5
Distributors	49,161	15.2	59,080	16.8	9,919	20.2
Financial Institutions	70,511	21.8	77,219	22.0	6,707	9.5
Banks	24,757	7.7	26,171	7.4	1,414	5.7
Securities Firms	6,916	2.1	8,298	2.4	1,382	20.0
Shopping Credit/ Leasing Companies	16,180	5.0	19,081	5.4	2,901	17.9
Insurance Companies	22,657	7.0	23,667	6.7	1,009	4.5
Communications/ Transportation	52,343	16.2	48,323	13.8	- 4,020	- 7.7
Utilities	5,714	1.8	5,793	1.6	79	1.4
Services	39,451	12.2	38,612	11.0	- 838	- 2.1
Others	10,582	3.3	15,187	4.3	4,604	43.5
Total	323,024	100.0	351,363	100.0	28,339	8.8

* We made a partial amendment in previously disclosed data.

III Sales by Segment & Customer Industry (Systems Development)

(Millions of yen)

	FY2022 Apr.2022-Dec.2022		FY2023 Apr.2023-Dec.2023		YoY	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	41,104	31.2	46,464	31.1	5,360	13.0
Distributors	13,603	10.3	20,474	13.7	6,871	50.5
Financial Institutions	44,562	33.9	48,917	32.7	4,354	9.8
Banks	15,550	11.8	16,001	10.7	450	2.9
Securities Firms	4,786	3.6	5,785	3.9	999	20.9
Shopping Credit/ Leasing Companies	7,247	5.5	9,610	6.4	2,363	32.6
Insurance Companies	16,978	12.9	17,519	11.7	541	3.2
Communications/ Transportation	14,533	11.0	16,641	11.1	2,108	14.5
Utilities	3,359	2.6	3,514	2.3	155	4.6
Services	11,524	8.8	9,827	6.6	- 1,696	- 14.7
Others	2,948	2.2	3,796	2.5	847	28.8
Total	131,635	100.0	149,637	100.0	18,001	13.7

* We made a partial amendment in previously disclosed data.

IV Sales by Segment & Customer Industry (System Maintenance and Operation/Services)

(Millions of yen)

	FY2022 Apr.2022-Dec.2022		FY2023 Apr.2023-Dec.2023		YoY	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	40,824	31.5	45,406	32.4	4,582	11.2
Distributors	21,566	16.6	22,927	16.4	1,361	6.3
Financial Institutions	22,727	17.5	24,545	17.5	1,818	8.0
Banks	7,942	6.1	8,545	6.1	603	7.6
Securities Firms	1,975	1.5	2,279	1.6	304	15.4
Shopping Credit/ Leasing Companies	7,519	5.8	8,134	5.8	614	8.2
Insurance Companies	5,289	4.1	5,585	4.0	295	5.6
Communications/ Transportation	15,838	12.2	15,811	11.3	- 27	- 0.2
Utilities	1,653	1.3	1,653	1.2	- 0	- 0.0
Services	22,031	17.0	22,991	16.4	959	4.4
Others	4,918	3.8	6,661	4.8	1,743	35.4
Total	129,559	100.0	139,997	100.0	10,437	8.1

* We made a partial amendment in previously disclosed data.

V Sales by Segment & Customer Industry (Packaged Software/Hardware Sales)

(Millions of yen)

	FY2022 Apr.2022-Dec.2022		FY2023 Apr.2023-Dec.2023		YoY	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	13,330	21.6	15,275	24.7	1,944	14.6
Distributors	13,992	22.6	15,678	25.4	1,686	12.1
Financial Institutions	3,221	5.2	3,756	6.1	534	16.6
Banks	1,264	2.0	1,624	2.6	359	28.5
Securities Firms	154	0.2	233	0.4	79	51.5
Shopping Credit/ Leasing Companies	1,412	2.3	1,336	2.2	- 76	- 5.4
Insurance Companies	389	0.6	561	0.9	171	44.1
Communications/ Transportation	21,971	35.5	15,870	25.7	- 6,101	- 27.8
Utilities	701	1.1	625	1.0	- 75	- 10.8
Services	5,895	9.5	5,793	9.4	- 102	- 1.7
Others	2,715	4.4	4,728	7.7	2,013	74.2
Total	61,828	100.0	61,728	100.0	- 100	- 0.2

* We made a partial amendment in previously disclosed data.

VII Amount of Incoming Orders and Backlog by Reported Segment - Quarterly Trends

(Millions of yen)

FY2023	Q1				Q2				Q3			
	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
Industrial IT Business	35,041	34.0	50,389	29.2	36,792	30.4	47,173	26.8	35,898	33.8	42,406	26.2
Financial IT Business	14,065	13.7	20,566	11.9	20,466	16.9	25,099	14.3	14,021	13.2	22,495	13.9
IT Business Solutions	16,022	15.6	33,723	19.5	18,648	15.4	34,096	19.4	13,827	13.0	29,320	18.1
IT Platform Solutions	17,958	17.4	32,925	19.1	21,522	17.8	33,716	19.2	21,200	19.9	34,240	21.1
IT Management Service	13,293	12.9	27,140	15.7	16,462	13.6	27,275	15.5	15,030	14.1	25,163	15.5
Others	6,587	6.4	7,819	4.5	7,078	5.9	8,423	4.8	6,371	6.0	8,461	5.2
Adjustment	—	—	204	0.1	—	—	131	0.1	—	—	11	0.0
Total	102,969	100.0	172,769	100.0	120,970	100.0	175,915	100.0	106,349	100.0	162,097	100.0

1st half				Q3 total			
Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
71,833	32.1	47,173	26.8	107,731	32.6	42,406	26.2
34,531	15.4	25,099	14.3	48,553	14.7	22,495	13.9
34,671	15.5	34,096	19.4	48,499	14.7	29,320	18.1
39,480	17.6	33,716	19.2	60,680	18.4	34,240	21.1
29,756	13.3	27,275	15.5	44,786	13.6	25,163	15.5
13,665	6.1	8,423	4.8	20,037	6.1	8,461	5.2
—	—	131	0.1	—	—	11	0.0
223,940	100.0	175,915	100.0	330,290	100.0	162,097	100.0

FY2022	Q1				Q2				Q3				Q4				1st half				Q3 total				2nd half				Total			
	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
Industrial IT Business	31,059	31.1	47,109	27.3	33,117	31.5	45,113	26.7	35,317	35.2	44,862	28.2	49,765	34.4	54,467	30.1	64,177	31.3	45,113	26.7	99,495	32.6	44,862	28.2	85,083	34.7	54,467	30.1	149,260	33.2	54,467	30.1
Financial IT Business	13,992	14.0	19,925	11.6	15,150	14.4	20,359	12.1	13,786	13.7	19,152	12.0	18,365	12.7	21,616	11.9	29,143	14.2	20,359	12.1	42,929	14.1	19,152	12.0	32,151	13.1	21,616	11.9	61,295	13.6	21,616	11.9
IT Business Solutions	13,348	13.4	30,782	17.9	15,708	14.9	30,153	17.9	15,036	15.0	28,038	17.6	23,126	16.0	33,807	18.7	29,056	14.2	30,153	17.9	44,093	14.4	28,038	17.6	38,163	15.6	33,807	18.7	67,219	14.9	33,807	18.7
IT Platform Solutions	22,616	22.7	37,204	21.6	18,733	17.8	34,726	20.6	17,257	17.2	31,691	19.9	28,812	19.9	34,493	19.0	41,350	20.2	34,726	20.6	58,607	19.2	31,691	19.9	46,069	18.8	34,493	19.0	87,419	19.4	34,493	19.0
IT Management Service	12,288	12.3	29,380	17.0	15,944	15.2	30,309	17.9	12,672	12.6	27,408	17.2	17,578	12.1	28,966	16.0	28,233	13.8	30,309	17.9	40,905	13.4	27,408	17.2	30,251	12.3	28,966	16.0	58,484	13.0	28,966	16.0
Others	6,428	6.4	7,689	4.5	6,499	6.2	7,886	4.7	6,214	6.2	7,743	4.9	7,138	4.9	7,366	4.1	12,927	6.3	7,886	4.7	19,142	6.3	7,743	4.9	13,353	5.4	7,366	4.1	26,281	5.8	7,366	4.1
Adjustment	—	—	306	0.2	—	—	321	0.2	—	—	335	0.2	—	—	411	0.2	—	—	321	0.2	—	—	335	0.2	—	—	411	0.2	—	—	411	0.2
Total	99,733	100.0	172,398	100.0	105,154	100.0	168,870	100.0	100,285	100.0	159,232	100.0	144,787	100.0	181,131	100.0	204,888	100.0	168,870	100.0	305,174	100.0	159,232	100.0	245,072	100.0	181,131	100.0	449,961	100.0	181,131	100.0

YoY	Q1				Q2				Q3			
	Incoming Orders		Backlog		Incoming Orders		Backlog		Incoming Orders		Backlog	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Industrial IT Business	3,981	12.8	3,280	7.0	3,674	11.1	2,059	4.6	580	1.6	- 2,456	- 5.5
Financial IT Business	73	0.5	641	3.2	5,315	35.1	4,739	23.3	235	1.7	3,342	17.5
IT Business Solutions	2,674	20.0	2,940	9.6	2,940	18.7	3,942	13.1	- 1,209	- 8.0	1,282	4.6
IT Platform Solutions	- 4,657	- 20.6	- 4,279	- 11.5	2,788	14.9	- 1,010	- 2.9	3,942	22.8	2,548	8.0
IT Management Service	1,005	8.2	- 2,240	- 7.6	517	3.2	- 3,033	- 10.0	2,358	18.6	- 2,245	- 8.2
Others	159	2.5	130	1.7	578	8.9	537	6.8	156	2.5	717	9.3
Adjustment	—	—	- 102	- 33.3	—	—	- 190	- 59.3	—	—	- 323	- 96.6
Total	3,235	3.2	370	0.2	15,816	15.0	7,044	4.2	6,064	6.0	2,865	1.8

1st half				Q3 total			
Incoming Orders		Backlog		Incoming Orders		Backlog	
Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
7,656	11.9	2,059	4.6	8,236	8.3	- 2,456	- 5.5
5,388	18.5	4,739	23.3	5,623	13.1	3,342	17.5
5,614	19.3	3,942	13.1	4,405	10.0	1,282	4.6
- 1,869	- 4.5	- 1,010	- 2.9	2,073	3.5	2,548	8.0
1,523	5.4	- 3,033	- 10.0	3,881	9.5	- 2,245	- 8.2
738	5.7	537	6.8	894	4.7	717	9.3
—	—	- 190	- 59.3	—	—	- 323	- 96.6
19,051	9.3	7,044	4.2	25,115	8.2	2,865	1.8

※From the Q1 of consolidated fiscal year ending March 31, 2024, in conjunction with the partial revision of the internal organization, the method for classifying reportable segments has been revised. SCSK RegTech Edge Corporation (former company name: AML Countermeasure Business Preparation Corporation, Ltd.) was established on June 15, 2023. SCSK Security Corporation was established on August 1, 2023, and have been included in the scope of consolidation and classified into the Financial IT Business segment and IT Platform Solutions respective Segment information for the six-month period ended December 31, 2022, has been restated to reflect this change in reportable segments.

VIII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

FY2023	Q1				Q2				Q3			
	External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)
Systems Development	48,729	47.3	47,316	27.4	55,459	45.8	52,674	29.9	47,325	44.5	48,378	29.8
System Maintenance and Operation/Services	36,825	35.8	101,335	58.7	41,873	34.6	96,317	54.8	37,454	35.2	86,092	53.1
Packaged Software/Hardware Sales	17,415	16.9	24,118	14.0	23,638	19.5	26,923	15.3	21,569	20.3	27,626	17.0
Total	102,969	100.0	172,769	100.0	120,970	100.0	175,915	100.0	106,349	100.0	162,097	100.0

1st half				Q3 total			
External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)
104,188	46.5	52,674	29.9	151,514	45.9	48,378	29.8
78,698	35.1	96,317	54.8	116,152	35.2	86,092	53.1
41,053	18.3	26,923	15.3	62,623	19.0	27,626	17.0
223,940	100.0	175,915	100.0	330,290	100.0	162,097	100.0

FY2022	Q1				Q2				Q3				Q4				1st half				Q3 total				2nd half				Total			
	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
Systems Development	44,002	44.1	43,421	25.2	45,899	43.6	44,751	26.5	47,268	47.1	46,191	29.0	49,107	33.9	46,502	25.7	89,901	43.9	44,751	26.5	137,169	44.9	46,191	29.0	96,375	39.3	46,502	25.7	186,277	41.4	46,502	25.7
System Maintenance and Operation/Services	32,450	32.5	99,579	57.8	39,930	38.0	95,883	56.8	36,037	35.9	87,565	55.0	66,410	45.9	107,897	59.6	72,381	35.3	95,883	56.8	108,418	35.5	87,565	55.0	102,447	41.8	107,897	59.6	174,828	38.9	107,897	59.6
Packaged Software/Hardware Sales	23,280	23.3	29,397	17.1	19,325	18.4	28,235	16.7	16,980	16.9	25,475	16.0	29,269	20.2	26,731	14.8	42,605	20.8	28,235	16.7	59,585	19.5	25,475	16.0	46,249	18.9	26,731	14.8	88,855	19.7	26,731	14.8
Total	99,733	100.0	172,398	100.0	105,154	100.0	168,870	100.0	100,285	100.0	159,232	100.0	144,787	100.0	181,131	100.0	204,888	100.0	168,870	100.0	305,174	100.0	159,232	100.0	245,072	100.0	181,131	100.0	449,961	100.0	181,131	100.0

YoY	Q1				Q2				Q3			
	Incoming Orders		Backlog		Incoming Orders		Backlog		Incoming Orders		Backlog	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Systems Development	4,726	10.7	3,894	9.0	9,560	20.8	7,922	17.7	57	0.1	2,186	4.7
System Maintenance and Operation/Services	4,374	13.5	1,756	1.8	1,943	4.9	433	0.5	1,416	3.9	-1,472	-1.7
Packaged Software/Hardware Sales	-5,865	-25.2	-5,279	-18.0	4,312	22.3	-1,311	-4.6	4,589	27.0	2,151	8.4
Total	3,235	3.2	370	0.2	15,816	15.0	7,044	4.2	6,064	6.0	2,865	1.8

1st half				Q3 total			
Incoming Orders		Backlog		Incoming Orders		Backlog	
Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
14,286	15.9	7,922	17.7	14,344	10.5	2,186	4.7
6,317	8.7	433	0.5	7,734	7.1	-1,472	-1.7
-1,552	-3.6	-1,311	-4.6	3,037	5.1	2,151	8.4
19,051	9.3	7,044	4.2	25,115	8.2	2,865	1.8

IX Sales to Sumitomo Corporation

	FY2022		FY2023		YoY	
	Apr.2022-Dec.2022		Apr.2023-Dec.2023		Amount	Compo sition(%)
	Amount	Compo sition(%)	Amount	Compo sition(%)		
Sumitomo Corporation	13,495	4.2	17,240	4.9	3,745	27.8

X Quarterly Trends

(Millions of yen)

FY2023	Q1		Q2		Q3	
	Apr.2023-Jun.2023		Jul.2023-Sept.2023		Oct.2023-Dec.2023	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	113,371	100.0	117,824	100.0	120,167	100.0
Cost of Sales	- 83,551	73.7	- 86,420	73.3	- 88,683	73.8
Gross Profit	29,819	26.3	31,404	26.7	31,483	26.2
SG & A Expenses	- 16,939	14.9	- 17,266	14.7	- 17,492	14.6
Other Income and Expenses	70	0.1	- 161	0.1	70	0.1
Operating Profit	12,950	11.4	13,975	11.9	14,062	11.7
Profit before Tax	12,945	11.4	13,755	11.7	14,235	11.8
Profit Attributable to Owners of Parent	9,007	7.9	9,461	8.0	9,867	8.2

1st half		Q3 total	
Apr.2023-Sept.2023		Apr.2023-Dec.2023	
Amount	Compo sition(%)	Amount	Compo sition(%)
231,196	100.0	351,363	100.0
- 169,972	73.5	- 258,656	73.6
61,223	26.5	92,707	26.4
- 34,206	14.8	- 51,698	14.7
- 91	0.0	- 20	0.0
26,926	11.6	40,988	11.7
26,700	11.5	40,936	11.7
18,468	8.0	28,335	8.1

【Forecast】 Total	
Apr.2023-Mar.2024	
Amount	Compo sition(%)
475,000	100.0
- 348,000	73.3
127,000	26.7
- 70,500	14.8
-	-
56,500	11.9
57,000	12.0
39,500	8.3

FY2022	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2022-Jun.2022		Jul.2022-Sept.2022		Oct.2022-Dec.2022		Jan.2023-Mar.2023		Apr.2022-Sept.2022		Apr.2022-Dec.2022		Oct.2022-Mar.2023		Apr.2022-Mar.2023	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	104,417	100.0	108,682	100.0	109,924	100.0	122,888	100.0	213,099	100.0	323,024	100.0	232,812	100.0	445,912	100.0
Cost of Sales	- 78,428	75.1	- 79,447	73.1	- 80,910	73.6	- 89,447	72.8	- 157,875	74.1	- 238,785	73.9	- 170,357	73.2	- 328,232	73.6
Gross Profit	25,989	24.9	29,235	26.9	29,013	26.4	33,441	27.2	55,224	25.9	84,238	26.1	62,455	26.8	117,679	26.4
SG & A Expenses	- 16,053	15.4	- 16,656	15.3	- 16,422	14.9	- 17,359	14.1	- 32,709	15.3	- 49,132	15.2	- 33,781	14.5	- 66,491	14.9
Other Income and Expenses	0	0.0	- 0	0.0	73	0.1	99	0.1	0	0.0	73	0.0	173	0.1	173	0.0
Operating Profit	9,937	9.5	12,577	11.6	12,665	11.5	16,181	13.2	22,515	10.6	35,180	10.9	28,846	12.4	51,361	11.5
Profit before Tax	10,100	9.7	13,338	12.3	13,418	12.2	16,478	13.4	23,439	11.0	36,858	11.4	29,897	12.8	53,336	12.0
Profit Attributable to Owners of Parent	7,006	6.7	9,220	8.5	9,267	8.4	11,807	9.6	16,226	7.6	25,494	7.9	21,074	9.1	37,301	8.4

YoY	Q1		Q2		Q3	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net Sales	8,953	8.6	9,142	8.4	10,243	9.3
Cost of Sales	- 5,123	6.5	- 6,973	8.8	- 7,773	9.6
Gross Profit	3,830	14.7	2,169	7.4	2,469	8.5
SG & A Expenses	- 886	5.5	- 610	3.7	- 1,069	6.5
Other Income and Expenses	69	-	- 161	-	- 2	- 4.0
Operating Profit	3,013	30.3	1,397	11.1	1,396	11.0
Profit before Tax	2,844	28.2	416	3.1	817	6.1
Profit Attributable to Owners of Parent	2,001	28.6	241	2.6	599	6.5

1st half		Q3 total	
Amount	Change(%)	Amount	Change(%)
18,096	8.5	28,339	8.8
- 12,097	7.7	- 19,870	8.3
5,999	10.9	8,469	10.1
- 1,496	4.6	- 2,566	5.2
- 91	-	- 94	- 127.9
4,411	19.6	5,808	16.5
3,261	13.9	4,078	11.1
2,242	13.8	2,841	11.1

XI Financial Statements
Consolidated Statements of Income

	(Millions of yen)					
	From Apr.1.2022 to Dec.31.2022		From Apr.1.2023 to Dec.31.2023		YoY	
	Amount	%	Amount	%	Amount	%
I Net sales	323,024	100.0	351,363	100.0	28,339	8.8
II .Cost of sales	-238,785	-73.9	-258,656	-73.6	-19,870	8.3
Gross profit	84,238	26.1	92,707	26.4	8,469	10.1
III.SG & A	-49,132	-15.2	-51,698	-14.7	-2,566	5.2
IV.Other income	200	0.1	393	0.1	192	96.2
V.Other expenses	-126	-0.0	-413	-0.1	-287	227.2
Operating profit	35,180	10.9	40,988	11.7	5,808	16.5
VI.Finance income	1,328	0.4	521	0.1	-807	-60.8
VII.Finance costs	-452	-0.1	-1,580	-0.4	-1,127	249.1
VIII.Share of profit (loss) of investments accounted for using equity method	802	0.2	1,007	0.3	205	25.6
Profit before tax	36,858	11.4	40,936	11.7	4,078	11.1
IX.Income tax expense	-11,349	-3.5	-12,518	-3.6	-1,168	10.3
Profit	25,508	7.9	28,417	8.1	2,909	11.4
X.Profit attributable to						
Owners of parent	25,494	7.9	28,335	8.1	2,841	11.1
Non-controlling interests	13	0.0	81	0.0	67	492.1

	(Millions of yen)					
	From Apr.1.2022 to Dec.31.2022		From Apr.1.2023 to Dec.31.2023		YoY	
	Amount	%	Amount	%	Amount	%
Employee benefits expenses	72,885	36.8	77,440	35.6	4,554	6.2
Outsourcing expenses	97,892	49.5	111,840	51.4	13,948	14.2
Other expenses	27,018	13.7	28,207	13.0	1,188	4.4
Office rental and upkeep expenses	3,653	1.8	2,694	1.2	-959	-26.3
Depreciation of right-of-use assets	3,874	2.0	3,735	1.7	-139	-3.6
Other depreciation and amortization	7,303	3.7	7,669	3.5	365	5.0
Materials expenses and others	1,688	0.9	1,923	0.9	234	13.9
Computer and related expenses	6,290	3.2	6,726	3.1	436	6.9
Communications expenses	1,638	0.8	1,493	0.7	-145	-8.9
Other	2,569	1.3	3,965	1.8	1,396	54.3
Total Production costs for the period	197,797	100.0	217,488	100.0	19,691	10.0
Transfer to other accounts	-3,242		-3,867		-625	19.3
Work in process Increase (-),decreases (+)	-184		-405		-220	
Manufacturing costs (1)	194,370		213,215		18,845	9.7
Merchandise costs (2)	44,415		45,440		1,025	2.3
Total Cost of sales(1) + (2)	238,785	73.9	258,656	73.6	19,870	8.3

	(Millions of yen)					
	Amount	%	Amount	%	Amount	%
Employee benefits expenses	26,854	8.3	27,641	7.9	787	2.9
Office rental	305	0.1	244	0.1	-60	-19.9
Depreciation of right-of-use assets	2,669	0.8	2,679	0.8	9	0.4
Other depreciation and amortization	1,510	0.5	1,835	0.5	324	21.5
Outsourcing expenses	2,751	0.9	2,999	0.9	247	9.0
Taxes	2,229	0.7	2,412	0.7	183	8.2
Other	12,811	4.0	13,885	4.0	1,073	8.4
Total SG&A expenses	49,132	15.2	51,698	14.7	2,566	5.2