

# Financial results for the three-month period ended June 30, 2008

August 6, 2008
CSK HOLDINGS CORPORATION

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# **Summary**



( millions of yen )

	2008/3 1Q	2009/3 1Q	Varia	ance			
Operating revenue	68,099	51,128	△16,971	△24.9%			
Operating income	17,586	△3,753	△21,340	△121.3%			
Operating income margin	25.8%	△7.3%	△33.2%	-			
Ordinary income	18,364	△3,001	△21,366	△116.3%			
Net income	13,183	△3,232	△16,415	△124.5%			
( yen )							
				)			

 2008/3 1Q
 2009/3 1Q
 Variance

 EPS
 178.29
 Δ45.82
 Δ224.11

 BPS
 2,604.54
 2,241.23
 Δ363.31

## **Overview**



IT Services Business: Operating revenue +3.3%

Technology services: Large-scale systems projects for financial institutions acted as the driving force.

Orders for system development rose 15.6%.

**Business services**: Revenue fell in areas centering on product verification services and technical support.

Financial Services Business: No change was observed in the funding policies of financial institutions.

A sense of market uncertainty remained.

Investment deals scheduled for sale in 1H are concentrated in 2Q.

No impairment occurred to assets held. Operations with an emphasis on liquidity continued.

Securities Business: Deterioration resulting from stock market conditions.

Results showed signs of a recovery, with a new strategy focusing on the retail business.

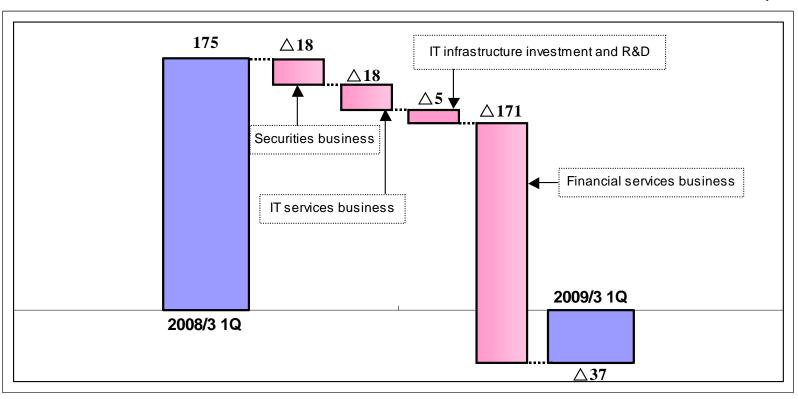
—Organizational changes, restructuring of wholesale and administration function, etc. for strengthening sales capabilities

Securities-Related Business: CSK Group is becoming to take steps to make the securities-related business a full-fledged core pillar.

<u>The conversion of Cosmo Securities into a wholly owned subsidiary has been completed</u>. Achieve securities business strategies and increase corporate value by actively integrating the CSK Group's know-how and resources.

# **Attribution analysis**





# SGA and non-operating income/expenses



SGA	2008/3 1Q	2009/3 1Q	Variance	Comment
Payroll cost	78.5	82.6	4.1	Increase in employees
Subcontract cost	21.4	17.1	△4.3	Cost reduction in Cosmo Securities, etc.
Depreciation and amortization	5.5	9.8	4.2	Increase in capex at CSK Holdings and Cosmo Securities
Rent	12.8	15.5	2.6	Increase in office space. Rise in unit prices, etc.
Other, net	43.5	51.0	7.5	Rental fee. R&D. Maintenance fees, etc.
Selling, general and administrative expenses	161.8	176.2	14.3	

Non-operating income	2008/3 1Q	2009/3 1Q	Variance	Comment
Interest income	1.2	0.1	Δ1.1	Added sales according to accounting change of QUO CARD
Dividend income	2.4	2.5	0.0	Increase in dividends from holdings of marketable securities
Foreign exchange gain	-	1.4	1.4	Income on foreign exchange deposits
Hoard profit of prepaid card	3.2	2.3	△0.8	Decrease in hoard profit on prepaid card
Additional tax refunds	1.4	-	Δ1.4	
Other, net	1.5	2.9	1.4	House rent income. Subsidy income, etc.
Non-operating income	9.9	9.5	△0.4	
Non-operating expenses	2008/3 1Q	2009/3 1Q	Variance	Comment
Interest expense	0.3	0.0	△0.3	
Loss on sales of investments in securities	-	0.5	0.5	Sales of holdings of marketable securities
Provision foe accrued employees' retirement benefits	0.6	0.6	-	Amortization of difference at time of change of accounting standards
Transfer agent commission	0.2	-	△0.2	Cost of commissioning stock administration to trust bank
Transfer of one's domicile's adjustment cost	0.4	-	△0.4	Amount of wage adjustment accompanying transfer of domicile
Other, net	0.4	0.7	0.2	Transfer agent commission, transfer of one's domicile's adjustment cost, etc.
Non-operating expense	2.1	1.9	△0.1	
Non-operating income and expenses Net	7.7	7.5	△0.2	

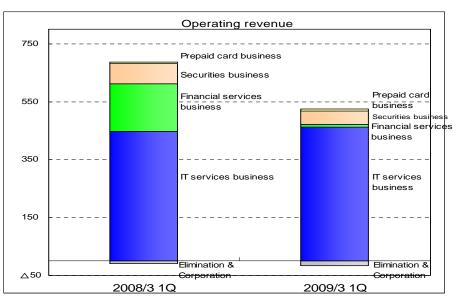
# **Extraordinary gains & losses**

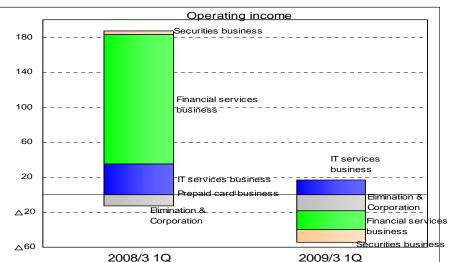


Extraordinary gains	2008/3 1Q	2009/3 1Q	Variance	Comment
Gain from reversal of financial instruments trading liabilities	-	7.1	7.1	
Other, net	0.0	0.3	0.2	Gain from reversal of allow ance for doubtful accounts, etc.
Extraordinary gains	0.0	7.4	7.3	
Extraordinary losses	2008/3 1Q	2009/3 1Q	Variance	Comment
Loss on sales of fixed assets	0.3	-	△0.3	2007/6:Sales of land
Loss on disposal of fixed assets	0.4	-	△0.4	2007/6:Disposal of the operating assets
Loss on impairment of fixed assets	1.8	9.2	7.4	Impairment loss on the operating assets
Provision for reserve for securities trading liabilities	0.6	-	△0.6	2007/6: Provision to reserve for securities trading liabilities and reserve for financial futures liabilities
Other, net	0.0	3.3	3.3	
Extraordinary losses	3.4	12.6	9.2	
Extraordinary gains and losses Net	△3.3	△5.1	Δ1.8	

# **Operating result by segments**



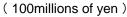


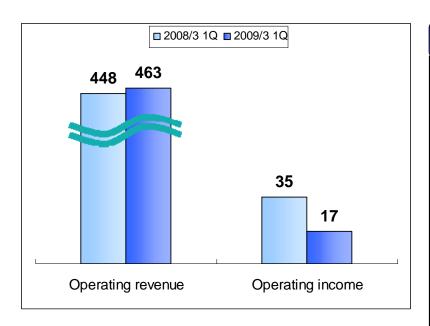


( 100millions of yen )					
	2008/3 1Q	2009/3 1Q	Varia	ance	
IT services business					
Operating revenue	448	463	14	3.3%	
Operating income	35	17	∆18	△52.0%	
Financial services business					
Operating revenue	164	8	△155	△94.7%	
Operating income	148	Δ22	Δ171	△115.4%	
Securities business					
Operating revenue	69	47	Δ21	△30.7%	
Operating income	4	△14	△18	△385.2%	
Prepaid card business					
Operating revenue	6	7	0	2.2%	
Operating income	Δ0	0	0	-	
Elimination & Corporation					
Operating revenue	Δ8	△15	Δ7	-	
Operating income	Δ13	∆18	△5	-	
Total					
Operating revenue	680	511	Δ169	△24.9%	
Operating income	175	△37	△213	Δ121.3%	

# IT services business (1)







## **IT Services Business**

Operating revenue : +3.3%Operating income :  $\triangle 52.0\%$ 

Operating income fell year on year, as a result of larger data center-related depreciation and greater sales buildup costs, in addition to investment for becoming a service provider.

				( 1001111111	ons of yen )
		2008/3 1Q	2009/3 1Q	Varia	ance
CSK-SYS Grp <sup>※1</sup>	Operating revenue	268	275	6	2.6%
	Operating income	21	13	Δ7	△35.1%
JIEC	Operating revenue	33	33	Δ0	△1.9%
JIEC	Operating income	3	3	0	2.2%
Veriserve	Operating revenue	21	19	Δ2	△9.7%
veriserve	Operating income	3	1	Δ2	△65.4%
SWC、CCO-Grp	Operating revenue	66	61	△4	△7.0%
total <sup>**2</sup>	Operating income	5	1	Δ4	△70.9%
CSK-SS	Operating revenue	30	30	0	0.8%
CSK-33	Operating income	4	2	Δ2	△49.1%
Others, Elimination	Operating revenue	28	43	15	53.7%
<b>*</b> 3	Operating income	Δ2	△5	Δ2	-
II convince business	Operating revenue	448	463	14	3.3%
IT services business	Operating income	35	17	△18	△52.0%
	Operating margin	8.0%	3.7%	△4.3%	

<sup>\*1</sup> Total figures due to the group reorganization

<sup>\*2</sup> Total figures of SWC and CCO due to the group reorganization

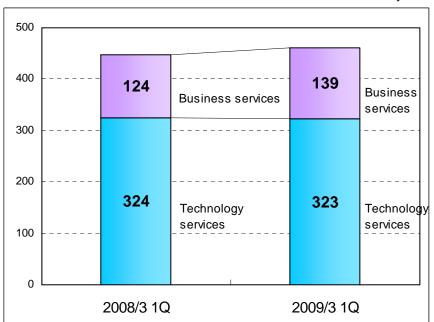
<sup>\*3</sup> Total of earnings at other companies and consolidated eliminations

# IT services business (2)



## IT services business: Operating revenue

(100millions of yen)



### O Technology services

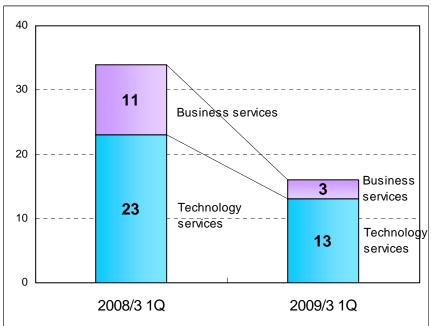
Operating revenue: Operating revenue from finance and insurance system development expanded steadily. At the same time, development of embedded software led the expansion of operational revenue for these services.

Operating income:

Operating income fell year on year, due to strategic business investment and increased depreciation that accompanied data center establishment.

## IT services business: Operating income

(100millions of yen)



#### O Business services

Operating revenue: Operating revenue declined for contact center services and the product and security verification services. However, results stayed strong for the fulfillment services and the mobile businesses.

Operating Income:

Operating income fell, the result of increased expenses for hiring more employees and bolstering sales capabilities, in addition to falling profits on technical support, attributable to the lengthening of product cycles and other factors.

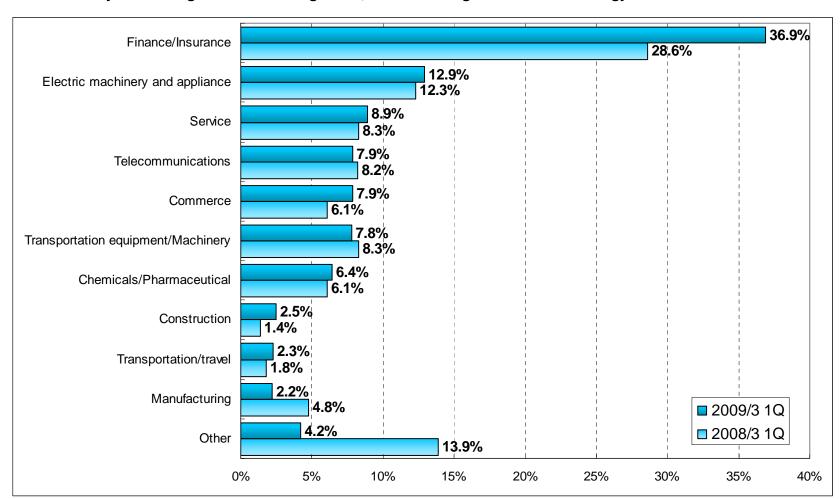
# IT services business (3)



## Sales distribution by industry

## <Technology services>

Systems integration and management, IT outsourcing and other technology-related services



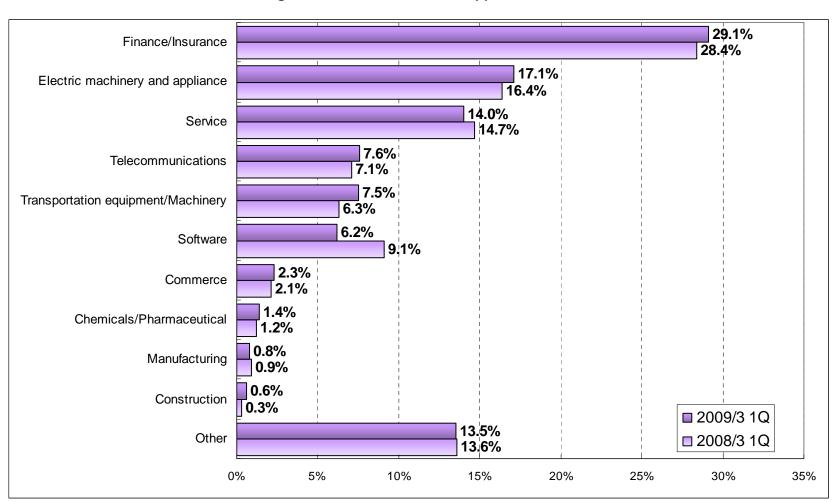
# IT services business (4)



## Sales distribution by industry

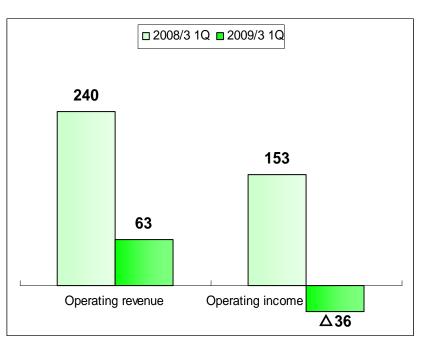
### <Business services>

Contact center business including customer and technical support, and back-office and other BPO services



# Financial services related business (1)





(100millions of yen)

		2008/3 1Q	2009/3 1Q	Varia	ance
Financial services	Operating revenue	164	8	△155	△94.7%
business	Operating income	148	△22	△171	△115.4%
Securities business	Operating revenue	69	47	△21	△30.7%
Securities business	Operating income	4	△14	△18	△385.2%
Prepaid card	Operating revenue	6	7	0	2.2%
business	Operating income	Δ0	0	0	-
Financial services	Operating revenue	240	63	△177	△73.6%
related business	Operating income	153	△36	△189	△123.6%

<sup>\*</sup> Financial services related business:

Financial services business, Securities business, Prepaid card business

### <Financial Services-Related Business>

Operating revenue : △73.6% Operating income : △123.6%

#### -Financial Services Business

Both operating revenue and operating income fell, owing to a concentration of the sale of properties occurred in 1Q of the year ended March 2008.

#### - Securities Business

Both operating revenue and operating income declined, owing to factors such as smaller stock brokerage commissions and reduced trading profits attributable to flagging stock markets.

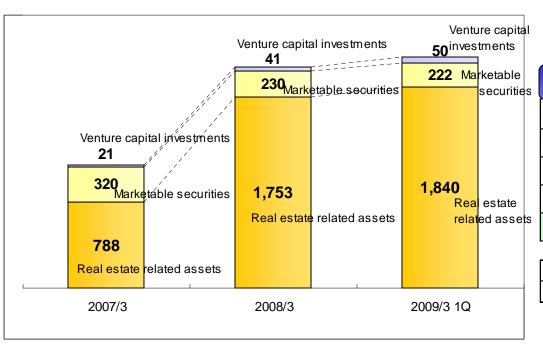
## -Prepaid Card Business

Operating revenue increased with the effects of accounting policy changes, in addition to expanded demand for prepaid cards used as giveaways, including sales promotion tools and benefit for shareholders.

# Financial services related business (2)



## **Investment balance**



	2007/3	2008/3	2009/3 1Q
Investments related to	1,108	1,984	2,062
financial services(A)	-,	-,	_,
Venture capital investments(B)	21	41	50
Total assets	4 420	2.025	2 442
(C=A+B)	1,129	2,025	2,112
Liabilities related to	454	442	444
financial services(D)	151	443	441
Net amount of assets and	070	1 500	1 671
liabilities (E=C-D)	978	<i>1,582</i>	1,671
	•		
On anating a management	050	000	

Operating revenue	250	203	8
Operating income	158	130	△22

# **Cash flows**

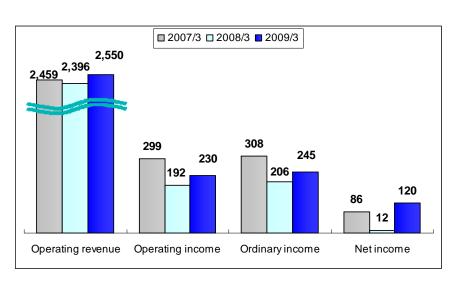


	2008/3 1Q	2009/3 1Q	Variance	Comment
Operating cash flows	28	△180	△208	·Operating loss ·Increase in investments related to financial services, etc.
Investing cash flows	Δ107	△18	89	2007/6 : Acquisition of office equipment and CSK Tama Center facility, etc.
Financial cash flows	△5	44	49	Increase in short-term borrowings, etc.
Total cash flows **	△83	△153	△69	
Cash & cash equivalents, at end	971	439	△532	

 $<sup>\</sup>ensuremath{\mathbb{X}}$  : Including effect of exchange rate change.

## Forecast for FY2009/3





	2007/3	2007/3 2008/3		Varia	ance
Operating revenue	2,459	2,396	2,550	153	6.4%
Operating income	299	192	230	37	19.4%
Operating income margin	12.2%	8.0%	9.0%	1.0%	-
Ordinary income	308	206	245	38	18.7%
Net income	86	12	120	107	843.3%

	2007/3	2008/3	2009/3 Forecast	Variance
Earnings per share	117.35	17.34	155.78	138.43