

# Additional information on the financial results for the second quarter ended September 30, 2010

November 12, 2010 CSK CORPORATION

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## Consolidated statements of income

| (Six months period)  |          |          |       |        | (100millions of yen)   |
|--|----------|----------|-------|--------|--|
|  | 2009/4-9 | 2010/4-9 | Varia | ance   | Comment  |
| Operating revenue  | 846      | 681      | △164  | △19.4% | The effect of the decline in transactions for securities firms, beginning with Cosmo Securities Co.,<br>Ltd., shares in which were transferred, in addition to the reduced revenue reflecting the<br>withdrawal of companies from business based on a more selective approach in the IT services |
| Operating costs  | 576      | 520      | △55   |        | Declined with the withdrawal from the securities and other businesses and cost cutting in this period.   |
| Gross profits  | 269      | 161      | △108  | △40.3% |  |
| Gross profits ratio (%)                                    | 31.9%    | 23.6%    | △8.3% |        |  |
| Selling, general and administrative expenses               | 274      | 139      | △135  |        | The reduction in rent according to office integration and subcontract costs continued, in addition<br>to the effect of withdrawals from businesses and the reduced number of employees as a result of<br>undertaking a voluntary early retirement program.                                       |
| Operating income / loss ( $\Delta$ )                       | △4       | 21       | 26    | -      |  |
| Operating income ratio(%) / loss ratio ( $\Delta$ )(%)     | △0.6%    | 3.2%     | 3.8%  |        |  |
| Non-operating income                                       | 12       | 11       | Δ1    |        |  |
| Non-operating expenses                                     | 15       | 28       | 13    |        | 2010/4-9:Allowance for doubtful accounts arising from loans extended to Gen Capital Co., Ltd. (formerly CSK FINANCE Co. Ltd.) was posted.(¥1.7billion)   |
| Ordinary income / loss ( $\Delta$ )                        | Δ7       | 4        | 12    | -      |  |
| Ordinary income ratio(%) / loss ratio (Δ) (%)              | △0.9%    | 0.7%     | 1.6%  |        |  |
| Extraordinary gains  | 12       | 0        | Δ11   |        | 2009/4-9: A gain on sales of investment securities and a reversal of the reserve for financial products transaction liabilities were posted.   |
| Extraordinary losses                                       | 587      | 99       | △488  |        | 2009/4-9:Chiefly because a loss on withdrawal from real estate securitization business was posted.<br>2010/4-9:Chiefly because a loss on withdrawal from securities business was posted.   |
| Loss before income taxes and minority interests $(\Delta)$ | △583     | △94      | 488   | -      |  |
| Income taxes and others                                    | 3        | △16      | △19   | ·      |  |
| Net loss $(\Delta)$  | △586     | △78      | 508   | -      |  |
| Net loss ratio (△)(%)                                      | △69.3%   | △11.5%   | 57.8% |        |  |

|  | 2009/7-9 | 2010/7-9 | Varia  | ance   | Comment  |
|--|----------|----------|--------|--------|--|
| Operating revenue  | 427      | 355      | △71    | △16.8% | The effect of the decline in transactions for securities firms, beginning with Cosmo Securities Co Ltd., shares in which were transferred, in addition to the reduced revenue reflecting the withdrawal of companies from business based on a more selective approach in the IT services |
| Operating costs  | 173      | 266      | 92     |        | 2009/7-9: Influence of loss on valuation of inventory assets in real estate securitization business.(¥11.1billion)   |
| Gross profits  | 253      | 89       | △164   | △64.7% |  |
| Gross profits ratio (%)                                    | 59.4%    | 25.2%    | ∆34.2% |        |  |
| Selling, general and administrative expenses               | 124      | 68       | △56    |        | Chiefly because the reduction in payroll costs and subcontract costs.  |
| Operating income / loss (Δ)                                | 128      | 21       | △107   | △83.5% |  |
| Operating income ratio(%) / loss ratio ( $\Delta$ )(%)     | 30.1%    | 6.0%     | △24.1% |        |  |
| Non-operating income                                       | 4        | 5        | 1      |        |  |
| Non-operating expenses                                     | 12       | 23       | 10     |        | 2009/7-9:Increase in stock issuance costs and commision fee 2010/7-9:Allowance for doubtful accounts arising from loans extended to Gen Capital Co., Ltd. (formerly CSK FINANCE Co. Ltd.) was posted.(¥1.7billion)   |
| Ordinary income / loss (Δ)                                 | 120      | 3        | △116   | △97.1% |  |
| Ordinary income ratio(%) / loss ratio (△) (%)              | 28.2%    | 1.0%     | △27.2% |        |  |
| Extraordinary gains  | 4        | 0        | Δ3     |        |  |
| Extraordinary losses                                       | 570      | 5        | △565   |        | 2009/7-9:Chiefly because a loss on withdrawal from real estate securitization business was posted.   |
| Loss before income taxes and minority interests $(\Delta)$ | △446     | Δ1       | 444    | -      |  |
| Income taxes   | Δ0       | Δ7       | Δ7     |        |  |
| Net income/ loss (△)                                       | △446     | 5        | 451    | 1      |  |
| Net income ration(%)/loss ratio ( $\Delta$ )(%)            | △104.4%  | 1.5%     | 105.8% |        |  |

# **Consolidated balance sheets(1)**

## (100millions of yen)

|  | 2010/3 | 2010/9 | Varia | ance   | Comment   |
|--|--------|--------|-------|--------|---|
| Current assets                                       | 1,929  | 963    | △966  | △50.1% |   |
| Cash and time deposits                               | 452    | 415    | ∆37   |        | Withdrawal from securities business, etc.   |
| Notes and accounts receivable                        | 233    | 199    | Δ33   |        | Credits at the preceding quarter end collected and the effect of reduced revenue.                                     |
| Short term loans receivable                          | 222    | 200    | Δ22   |        | Collection of loan receivable.  |
| Marketable securities                                | 84     | 87     | 2     |        |   |
| Venture capital investments                          | 39     | -      | ∆39   |        | Transfer to investments in securities.  |
| Inventories  | 21     | 26     | 4     |        |   |
| Income taxes receivable                              | 32     | 8      | Δ23   |        |   |
| Cash segregated as deposits (securities business)    | 265    | -      | Δ265  |        |   |
| Trading assets (securities business)                 | 102    | -      | Δ102  |        | Withdrawal from securities business.  |
| Margin transaction receivables (securities business) | 245    | -      | △245  |        |   |
| Other current assets                                 | 316    | 126    | △189  |        | J   |
| Allowance for doubtful accounts                      | △87    | Δ100   | Δ13   |        | Allowance for doubtful accounts arising from loans extended to Gen Capital Co., Ltd. (formerly CSK FINANCE Co. Ltd.). |
| Fixed assets   | 747    | 794    | 46    | 6.2%   |   |
| Tangible fixed assets                                | 264    | 243    | Δ21   |        | Withdrawal from securities business, etc.   |
| Intangible fixed assets                              | 54     | 40     | Δ13   |        |   |
| Investments and other assets                         | 428    | 510    | 81    |        | Transfer from venture capital investments, etc.   |
| Investments in securities                            | 310    | 423    | 113   |        | Purchase of government bonds,etc.   |
| Other assets   | 120    | 90     | Δ30   |        | A decrease by withdrawal from securities business, etc.   |
| Allowance for doubtful accounts                      | Δ3     | Δ3     | Δ0    |        |   |
| Total assets   | 2,677  | 1,757  | △919  | Δ34.3% |   |

## **Consolidated balance sheets(2)**

(100millions of yen)

|  | 2010/3 | 2010/9 | Varia | ance    | Comment  |
|--|--------|--------|-------|---------|--|
| Current liabilities  | 1,506  | 1,048  | △458  | △30.4%  |  |
| Accounts payable   | 66     | 44     | Δ21   |         |  |
| Short-term convertible bonds payable   | -      | 217    | 217   |         | Euro CB was transferred from long-term liabilities.              |
| Short-term bank loans payable  | 109    | 75     | △33   |         | A decrease by withdrawal from securities business, etc.          |
| Accrued income taxes   | 11     | 10     | Δ1    |         |  |
| Deposits received of prepaid cards   | 531    | 540    | 8     |         | An increase in prepaid card issuances.                           |
| Accrued bonuses to employees   | 37     | 35     | Δ1    |         |  |
| Accrued bonuses to directors   | -      | 0      | 0     |         |  |
| Allowance for anticipated losses on contracts  | 0      | 0      | 0     |         |  |
| Trading liabilities (securities business)  | 10     | -      | Δ10   |         |  |
| Margin transaction payable (securities business)                                       | 191    | -      | △191  |         | Withdrawal from securities business.                             |
| Deposits received and guarantee deposits received from customers (securities business) | 359    | -      | △359  |         |  |
| Other current liabilities  | 188    | 122    | △65   |         | J  |
| ong-term liabilities   | 1,006  | 630    | △375  | △37.3%  |  |
| Convertible bonds payable  | 567    | 350    | Δ217  |         | Euro CB was transferred to short-term convertible bonds payable. |
| Long-term bank loans payable   | 400    | 250    | △150  |         | Repayment of long-term bank loans.                               |
| Accrued employees' retirement benefits   | 1      | 1      | Δ0    |         |  |
| Accrued directors' retirement benefits   | 0      | 0      | Δ0    |         |  |
| Allowance for anticipated losses on contracts  | -      | 0      | 0     |         |  |
| Other long-term liabilities  | 35     | 28     | Δ6    |         |  |
| Statutory reserve  | 6      | -      | Δ6    | Δ100.0% |  |
| Reserve for financial products transaction liabilities                                 | 6      | -      | Δ6    |         |  |
| otal liabilities   | 2,519  | 1,679  | △840  | △33.4%  |  |
| Shareholders' equity   | 104    | 26     | △77   | △74.4%  |  |
| Capital stock  | 962    | 962    | -     |         |  |
| Capital surplus  | 537    | 537    | -     |         |  |
| Retained earnings  | △1,394 | △1,473 | △78   |         | Net loss   |
| Treasury stock, at cost  | Δ0     | Δ0     | 0     |         |  |
| /aluation and translation adjustments and other  | 2      | Δ0     | Δ2    |         |  |
| Net unrealized gains (losses) on securities  | 2      | Δ0     | Δ2    |         |  |
| Subscription rights to shares  | 4      | 4      | -     | -       |  |
| /linority interests  | 46     | 47     | 0     | 2.0%    |  |
| otal net assets  | 158    | 78     | △79   | Δ50.1%  |  |
| otal liabilities and net assets  | 2,677  | 1,757  | Δ919  | △34.3%  |  |

# **Consolidated segment information**

|      |       | _    |    |
|------|-------|------|----|
| (mil | lions | of v | en |

|   | Quarterly   |  |  |  |
|---|---|--|--|--|
|   |   |  |  |  |
| 0 | perating revenue  |  |  |  |
|   | IT Services Business                                    |  |  |  |
|   | BPO   |  |  |  |
|   | IT Management   |  |  |  |
|   | Systems Development                                     |  |  |  |
|   | Prepaid Card Business                                   |  |  |  |
|   | Other Business  |  |  |  |
|   | Elimination and Corporation                             |  |  |  |
| 0 | Operating income/loss( $\Delta$ )                       |  |  |  |
|   | Operating income ratio(%)/loss ratio ( $\triangle$ )(%) |  |  |  |
|   | IT Services Business                                    |  |  |  |
|   | BPO   |  |  |  |
|   | IT Management   |  |  |  |
|   | Systems Development                                     |  |  |  |
|   | Prepaid Card Business                                   |  |  |  |
|   | Other Business  |  |  |  |
| _ | Elimination and Corporation                             |  |  |  |
|   | Ordinary income/loss( $\Delta$ )                        |  |  |  |
| Ν | et income/loss(△)                                       |  |  |  |
|   |   |  |  |  |

| 2010/3  |         |  |  |  |
|---------|---------|--|--|--|
| 1Q      | 2Q      |  |  |  |
| 41,871  | 42,732  |  |  |  |
| 37,493  | 39,495  |  |  |  |
| 7,490   | 7,543   |  |  |  |
| 8,677   | 9,030   |  |  |  |
| 21,326  | 22,922  |  |  |  |
| 723     | 714     |  |  |  |
| 6,340   | 5,658   |  |  |  |
| Δ2,687  | △3,136  |  |  |  |
| Δ13,398 | 12,867  |  |  |  |
| △32.0%  | 30.1%   |  |  |  |
| 784     | 2,529   |  |  |  |
| △390    | 63      |  |  |  |
| 309     | 850     |  |  |  |
| 865     | 1,616   |  |  |  |
| 66      | 69      |  |  |  |
| △12,448 | 11,529  |  |  |  |
| Δ1,801  | Δ1,260  |  |  |  |
| Δ12,798 | 12,047  |  |  |  |
| △14,041 | △44,606 |  |  |  |

| 2011/3<br>1Q 2Q                 |          |
|---------------------------------|----------|
| 1Q2Q                            |          |
| variance                        | variance |
| 32,602 $\triangle$ 22.1% 35,553 | △16.8%   |
| 33,484 $\triangle$ 10.7% 36,633 | Δ7.2%    |
| 7,463 $\triangle 0.4\%$ 7,617   | 1.0%     |
| 7,438 △14.3% 7,697              | △14.8%   |
| 18,582 △12.9% 21,318            | △7.0%    |
| 959 32.5% 832                   | 16.6%    |
| 261 △95.9% 193                  | △96.6%   |
| $\Delta 2,102$ — $\Delta 2,105$ | _        |
| 68 – 2,123                      | △83.5%   |
| 0.2% 32.2% 6.0%                 | △24.1%   |
| 920 17.3% 2,780                 | 9.9%     |
| 108 – 32                        | △48.4%   |
| 281 Δ9.2% 561                   | △33.9%   |
| 531 △38.6% 2,185                | 35.3%    |
| 165 149.7% 172                  | 148.7%   |
| Δ129 — Δ102                     | _        |
| Δ888 – Δ726                     | _        |
| 105 — 353                       | _        |
| Δ8,331 – 516                    | _        |

| Cumulative total                           |  |  |  |
|--|--|--|--|
|  |  |  |  |
| Operating revenue                          |  |  |  |
| IT Services Business                       |  |  |  |
| BPO  |  |  |  |
| IT Management                              |  |  |  |
| Systems Development                        |  |  |  |
| Prepaid Card Business                      |  |  |  |
| Other Business                             |  |  |  |
| Elimination and Corporation                |  |  |  |
| Operating income/loss(△)                   |  |  |  |
| Operating income raio(%)/loss ratio(Δ) (%) |  |  |  |
| IT Services Business                       |  |  |  |
| BPO  |  |  |  |
| IT Management                              |  |  |  |
| Systems Development                        |  |  |  |
| Prepaid Card Business                      |  |  |  |
| Other Business                             |  |  |  |
| Elimination and Corporation                |  |  |  |
| Ordinary income/loss( $\Delta$ )           |  |  |  |
| Net income/loss( $\Delta$ )                |  |  |  |

| 2010/3  |         |  |  |  |
|---------|---------|--|--|--|
| 1Q      | 2Q      |  |  |  |
| 41,871  | 84,603  |  |  |  |
| 37,493  | 76,989  |  |  |  |
| 7,490   | 15,033  |  |  |  |
| 8,677   | 17,707  |  |  |  |
| 21,326  | 44,248  |  |  |  |
| 723     | 1,438   |  |  |  |
| 6,340   | 11,999  |  |  |  |
| △2,687  | △5,823  |  |  |  |
| △13,398 | △477    |  |  |  |
| △32.0%  | △0.6%   |  |  |  |
| 784     | 3,357   |  |  |  |
| △390    | △327    |  |  |  |
| 309     | 1,159   |  |  |  |
| 865     | 2,524   |  |  |  |
| 66      | 135     |  |  |  |
| △12,448 | △918    |  |  |  |
| △1,801  | △3,051  |  |  |  |
| △12,798 | △751    |  |  |  |
| △14,041 | △58,617 |  |  |  |

| 2011/3 |          |        |          |  |  |
|--------|----------|--------|----------|--|--|
| 1Q     | variance | 2Q     | variance |  |  |
| 32,602 | △22.1%   | 68,156 | △19.4%   |  |  |
| 33,484 | △10.7%   | 70,117 | △8.9%    |  |  |
| 7,463  | △0.4%    | 15,081 | 0.3%     |  |  |
| 7,438  | △14.3%   | 15,135 | △14.5%   |  |  |
| 18,582 | △12.9%   | 39,901 | △9.8%    |  |  |
| 959    | 32.5%    | 1,791  | 24.6%    |  |  |
| 261    | △95.9%   | 455    | △96.2%   |  |  |
| Δ2,102 | _        | △4,208 | _        |  |  |
| 68     | _        | 2,192  | -        |  |  |
| 0.2%   | 32.2%    | 3.2%   | 3.8%     |  |  |
| 920    | 17.3%    | 3,701  | 10.2%    |  |  |
| 108    | _        | 140    | _        |  |  |
| 281    | △9.2%    | 842    | △27.3%   |  |  |
| 531    | △38.6%   | 2,717  | 7.6%     |  |  |
| 165    | 149.7%   | 337    | 149.2%   |  |  |
| △129   |          | △231   |          |  |  |
| △888   |          | △1,615 | _        |  |  |
| 105    | _        | 459    | _        |  |  |
| △8,331 | _        | △7,815 | _        |  |  |

## Orders received, Backlog of orders, Capital expenditures, Depreciation and amortization, Number of Employees

### O Orders received

(100millions of yen)

| 2009/9 | 2010/9 | Variance |
|--------|--------|----------|
| 769    | 707    | △8.1%    |

X Orders received is the actual figure for the IT Services Busines

## O Backlog of Orders

(100millions of yen)

| 2009/9 | 2010/9 | Variance |
|--------|--------|----------|
| 736    | 712    | Δ3.3%    |

 $<sup>\</sup>frak{X}$  Backlog of orders is the actual figure for the IT Services Business

## O Capital expenditures

(100millions of yen)

|          | 2009/3 | 2010/3 | 2011/3      |
|----------|--------|--------|-------------|
| 6months  | 71     | 25     | 14          |
| 12months | 204    | 46     | Forecast 47 |

# O Number of employees

|          | 2009/3 | 2010/3 | 2011/3         |
|----------|--------|--------|----------------|
| 6months  | 11,019 | 10,925 | 8,971          |
| 12months | 10,756 | 10,509 | Forecast 8,940 |

## O Depreciation and amortization

(100millions of yen)

|          | 2009/3 | 2010/3 | 2011/3      |
|----------|--------|--------|-------------|
| 6months  | 32     | 27     | 22          |
| 12months | 70     | 56     | Forecast 45 |

# **Consolidated operating results and forecast by segment**

(100millions of yen)

|                            |                   | 2009/3                    |                          |                     |
|----------------------------|-------------------|---------------------------|--------------------------|---------------------|
|                            | Operating revenue | Operating income/ loss(Δ) | Ordinary income/ loss(△) | Net income/ loss(△) |
| T Services Business        | 2,007             | 105                       | 104                      | △44                 |
| ВРО                        | 379               | 3                         | 5                        | Δ8                  |
| IT Management              | 430               | 34                        | 33                       | 18                  |
| Systems Development        | 1,198             | 67                        | 66                       | △53                 |
| repaid Card Business       | 27                | 1                         | 12                       | 7                   |
| thers                      | 238               | Δ1,352                    | Δ1,378                   | △2,941              |
| limination and corporation | Δ212              | 13                        | 36                       | 1,362               |
| onsolidated Total          | 2,060             | Δ1,230                    | Δ1,224                   | Δ1,615              |

|                   | 2010/3                    |                          |                     |  |
|-------------------|---------------------------|--------------------------|---------------------|--|
| Operating revenue | Operating income/ loss(Δ) | Ordinary income/ loss(△) | Net income/ loss(△) |  |
| 1,599             | 109                       | 108                      | 41                  |  |
| 309               | 5                         | 6                        | 3                   |  |
| 363               | 25                        | 25                       | 12                  |  |
| 925               | 78                        | 77                       | 26                  |  |
| 31                | 2                         | 13                       | 7                   |  |
| 232               | △211                      | △246                     | △808                |  |
| Δ168              | 141                       | 153                      | 167                 |  |
| 1,695             | 41                        | 29                       | Δ591                |  |

| 2011/3 forecast   |                           |                        |      |  |  |
|-------------------|---------------------------|------------------------|------|--|--|
| Operating revenue | Operating income/ loss(Δ) | income/ income/ income |      |  |  |
| 1,739             | 136                       | 135                    | 70   |  |  |
| 332               | 12                        | 13                     | 7    |  |  |
| 410               | 33                        | 32                     | 18   |  |  |
| 997               | 90                        | 89                     | 44   |  |  |
| 33                | 3                         | 13                     | 7    |  |  |
| 35                | ∆31                       | △66                    | △105 |  |  |
| △208              | Δ8                        | Δ4                     | 12   |  |  |
| 1,600             | 100                       | 78                     | Δ15  |  |  |

| Margin ratio |  |
|--------------|--|
|--------------|--|

| - | △59.7% | △59.4% | △78.4% |
|---|--------|--------|--------|
|   |        |        |        |

| - | 2.5% | 1.7% | △34.9% |  |
|---|------|------|--------|--|
|   |      |      |        |  |

| - | 6.3% | 4.9% | △0.9% |  |
|---|------|------|-------|--|
|   |      |      |       |  |

 $<sup>\</sup>ensuremath{\mathbb{X}}$  Using the simple sum of the figures for each company

<sup>💥</sup> Excluding revenue of CSK-ADMI and CSM, companies that provide services solely to Group companies

# **Consolidated financial highlights** / Management index

(millions of yen)

| Operating revenue     |
|-----------------------|
| Operating income/loss |
| Ordinary income/loss  |
| Net income/loss       |

|    | 2006/3  | 2007/3  | 2008/3  | 2009/3   | 2010/3  |
|----|---------|---------|---------|----------|---------|
|    | 241,154 | 245,981 | 239,695 | 206,099  | 169,518 |
|    | 25,137  | 29,904  | 19,256  | Δ123,066 | 4,176   |
|    | 26,981  | 30,810  | 20,634  | △122,479 | 2,919   |
|    | 30,874  | 8,679   | 1,272   | △161,529 | △59,180 |
| l! |         |         |         |          |         |

| Capital Stock                                 |
|---|
| Number of shares issued (thousands of shares) |
| Net assets                                    |
| Total liabilities and net assets              |
| Book-value per share (BPS) (yen               |
| Earning per share (EPS) (yen)                 |
| Return on assets (ROA) (%)                    |
| Shareholder's equity                          |
| Shareholder's equity ratio (%)                |
| Return on equity (ROE) (%)                    |
| Dividends payout ratio (%)                    |
| Dividends on net assets (%)                   |

| •       | •         | •        | •        | •        |
|---------|-----------|----------|----------|----------|
|         |           |          |          |          |
| 96,225  | 73,225    | 73,225   | 72,790   | 71,523   |
| 125,712 | 80,257    | 70,548   | 74,288   | 73,648   |
| 15,807  | 25,247    | 185,495  | 208,775  | 203,430  |
| 267,749 | 363,931   | 550,054  | 577,294  | 543,134  |
| △241.34 | 251.40    | 2,317.18 | 2,479.33 | 2,437.08 |
| Δ720.62 | Δ2,097.39 | 17.34    | 117.35   | 410.52   |
| 1.1%    | Δ26.8%    | 3.7%     | 5.5%     | 5.4%     |
| 10,660  | 20,176    | 163,473  | 184,186  | 179,824  |
| 4.0%    | 5.5%      | 29.7%    | 31.9%    | 33.1%    |
| △383.8% | △175.9%   | 0.7%     | 4.8%     | 18.4%    |
| -       | -         | 230.7%   | 34.1%    | 9.7%     |
| -       | -         | 1.7%     | 1.6%     | 1.8%     |
| -       |           |          |          |          |