



Sumisho Computer Systems Corporation

# Supplementary Information (Data Book)

2009/4/1-2009/12/31

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## **Financial Review【Consolidated】**

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## Caution Concerning Forward-Looking Statements

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The interim financial statements included in the Supplementary Information have been translated from Japanese-language interim unaudited summary financial statements prepared in accordance with U.S. generally accepted accounting principles (“GAAP”) for interim financial information. Accordingly, such interim financial statements do not include all of the information and footnotes required by GAAP for complete financial statements. Certain adjustments (consisting of normal recurring accruals) deemed necessary by the Company’s management for a fair presentation of the results for the relevant periods have been included. The results of operations for any interim period are not necessarily indicative of results for the full year.

The Materials contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding the Company’s business, product and marketing strategies, new service offerings, revenue growth, the Company’s projected sources and uses of cash for the remainder of 2007, the anticipated non-material impact of certain contingent liabilities related to legal and tax proceedings and other matters arising in the ordinary course of the Company’s business. Where, in any such forward-looking statement, the Company expresses an expectation or belief as to future results or events, such expectation or belief is expressed in good faith and believed to have a reasonable basis, but such statements necessarily involve risks and uncertainties and there can be no assurance that the expectation or belief will result or be achieved or accomplished. The following include some but not all of

- consumer demand for the Company’s products and services and the Company’s ability to adapt to changes in demand
- competitor responses to the Company’s products and services and the products and services of the entities in which the Company has interest
- uncertainties inherent in the development and integration of new business lines and business strategies
- uncertainties associated with product and service development and market acceptance, including the development and provision of programming for new technologies
- the Company’s future financial performance, including availability, terms and deployment of capital
- the Company’s ability to successfully integrate and recognize anticipated efficiencies and benefits from any businesses the Company acquires
- the ability of suppliers and vendors to deliver products, equipment, software and services
- the outcome of any pending or threatened litigation
- availability of qualified personnel
- changes in, or failure or inability to comply with, government regulations, and adverse outcomes from regulatory proceedings
- changes in the nature of key strategic relationships with partners and joint venturers
- general economic and business conditions and industry trends
- consumer spending levels, including the availability and amount of individual consumer debt
- the regulatory and competitive environment of the industries in which the Company, and the entities in which the Company has interests, operates
- rapid technological changes
- capital spending for the acquisition and/or development of new network technologies and services
- threatened terrorist attacks and ongoing military action in the Middle East and other parts of the world; and
- fluctuations in foreign currency exchange rates and political unrest in international markets

The Company assumes no obligation to update the Materials or to correct any inaccuracies in the Materials, except as required by law

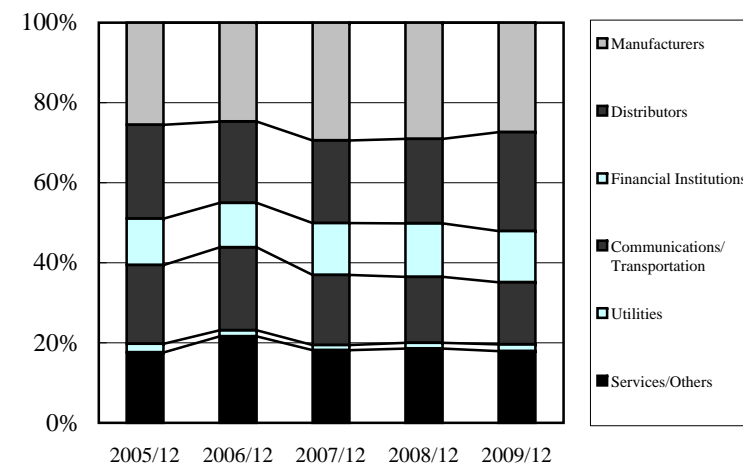
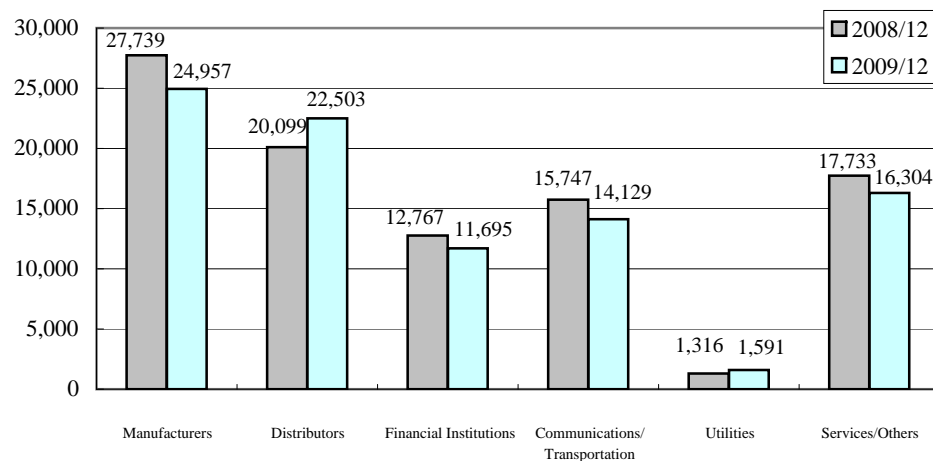
# I. Sales by customer industry

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	27,739	29.1	24,957	27.4	△ 2,782	△ 10.0
Distributors	20,099	21.0	22,503	24.7	2,404	12.0
Financial Institutions	12,767	13.4	11,695	12.8	△ 1,072	△ 8.4
Banks	4,738	5.0	5,026	5.5	288	6.1
Securities Firms	2,660	2.8	1,848	2.0	△ 812	△ 30.5
Shopping Credit/ Leasing Companies	2,287	2.4	1,543	1.7	△ 744	△ 32.5
Insurance Companies	3,080	3.2	3,276	3.6	195	6.4
Communications/Transportation	15,747	16.5	14,129	15.5	△ 1,618	△ 10.3
Utilities	1,316	1.4	1,591	1.7	274	20.8
Services/Others	17,733	18.6	16,304	17.9	△ 1,428	△ 8.1
<b>Total</b>	<b>95,405</b>	<b>100.0</b>	<b>91,182</b>	<b>100.0</b>	<b>△ 4,222</b>	<b>△ 4.4</b>

※We made a partial amendment in previously disclosed data.

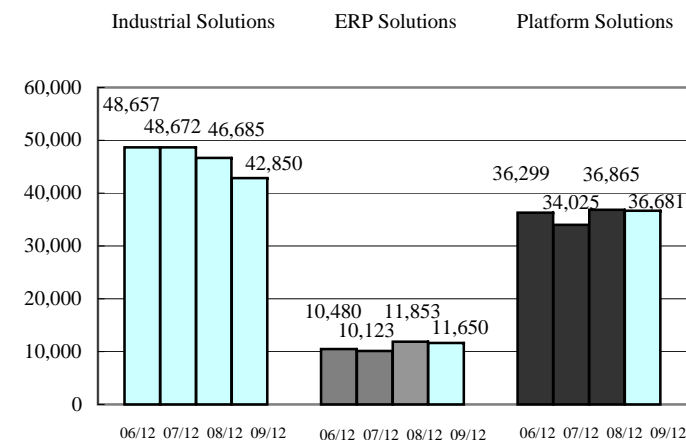
JPY in Millions



## II. Sales by solution

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Industrial Solutions	46,685	48.9	42,850	47.0	△ 3,834	△ 8.2
ERP Solutions	11,853	12.4	11,650	12.8	△ 203	△ 1.7
Platform Solutions	36,865	38.7	36,681	40.2	△ 183	△ 0.5
Total	95,405	100.0	91,182	100.0	△ 4,222	△ 4.4



### 【Industrial Solutions】

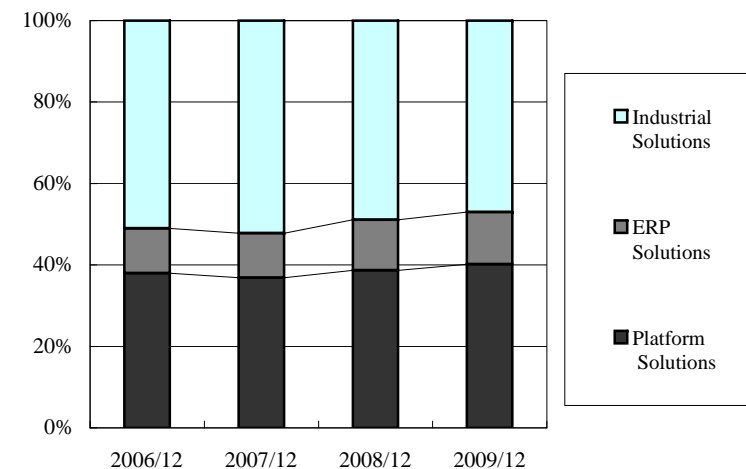
In Industrial Solutions, sales declined 8.2% from the same period last year, to JPY 42,850 million, as a decline in sales to manufacturers, securities firms and the accounting effect from a merger with a subsidiary during the previous fiscal year offset stronger sales to distributors and to the telecommunications and transportation industry.

### 【ERP Solutions】

In ERP Solutions, sales slipped 1.7% from the same period last year, to JPY 11,650 million, mainly because of a fall in sales to industries such as distributors, more than offset a rise in sales to manufacturers and the financial institutions.

### 【Platform Solutions】

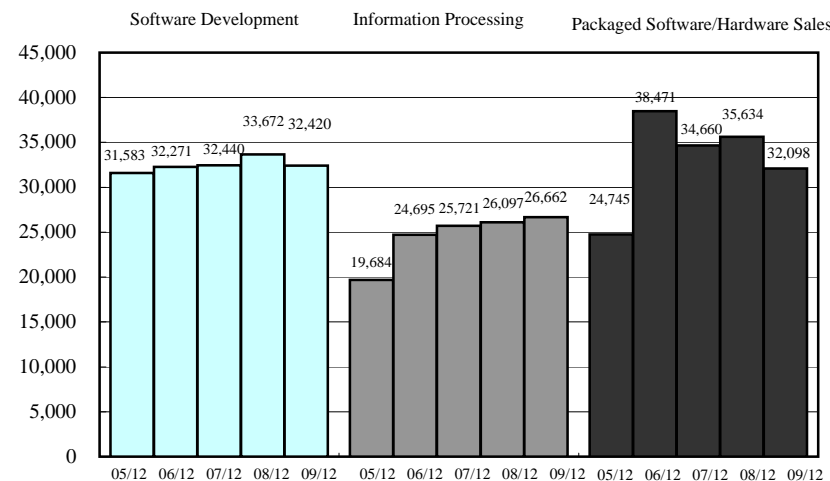
In Platform Solutions, sales were down 0.5% from the same period last year, to JPY 36,681 million, due mainly to lower sales to the telecommunications industry outweighing stronger sales to distributors.



### III. Sales by segment

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Software Development	33,672	35.3	32,420	35.6	△ 1,251	△ 3.7
Information Processing	26,097	27.4	26,662	29.2	565	2.2
Packaged Software/Hardware Sales	35,634	37.3	32,098	35.2	△ 3,535	△ 9.9
Total	95,405	100.0	91,182	100.0	△ 4,222	△ 4.4



#### 【Software Development】

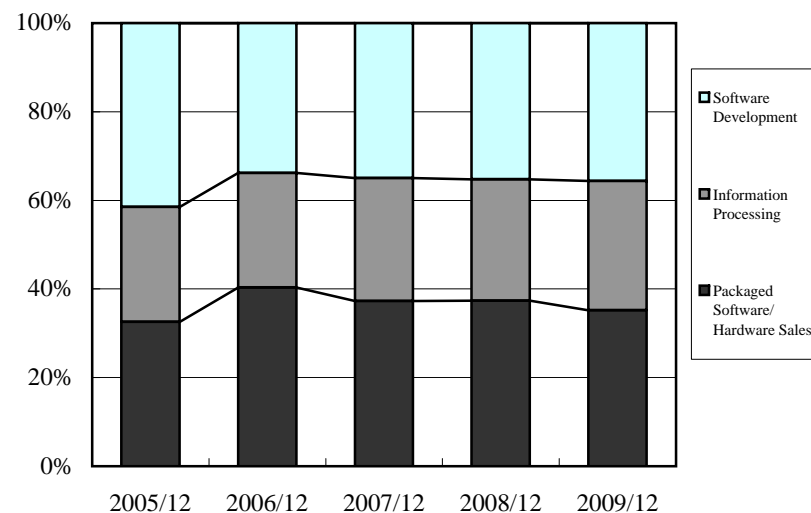
In Software Development, sales declined 3.7% from the same period last year, to JPY 32,420 million, due mainly to a drop in sales to manufacturers and to the financial institutions, including securities firms, which offset higher sales to distributors and to the telecommunications and transportation industry.

#### 【Information Processing】

In Information Processing, sales were up 2.2% from the same period last year, to JPY 26,662 million, thanks to a rise in sales to distributors, which offset a drop in shipments to manufacturers, and to the accounting effect of the merger with a subsidiary during the previous fiscal year.

#### 【Packaged Software/Hardware Sales】

In the Packaged Software/Hardware Sales segment, a year-on-year fall in sales to manufacturers and the telecommunications industry, and a fall back in sales to academic institutions, among other factors, overweighed a rise in shipments to distributors and other industries. As a result, sales were down 9.9% from the same period last year, to JPY 32,098 million.



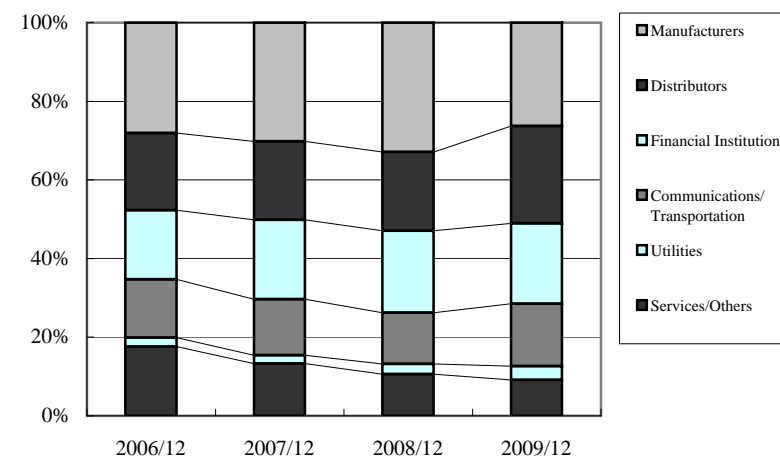
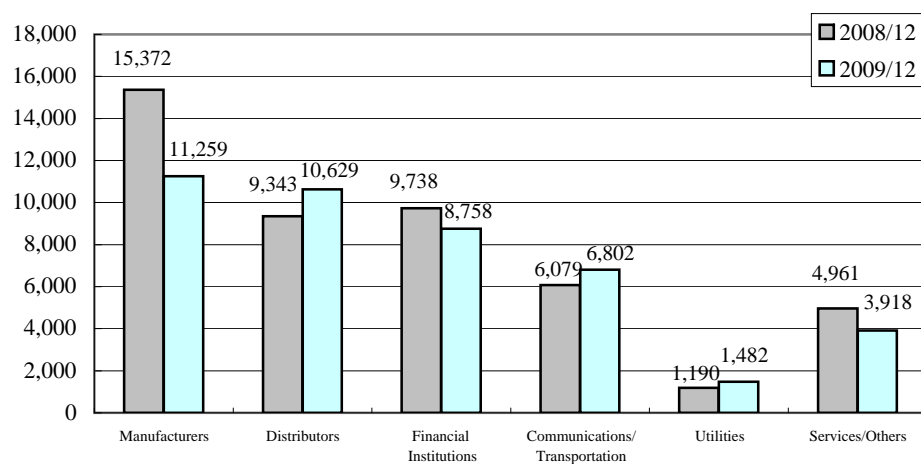
## IV. Sales by solution & customer industry (Industrial Solutions)

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	15,372	32.9	11,259	26.3	△ 4,112	△ 26.8
Distributors	9,343	20.0	10,629	24.8	1,286	13.8
Financial Institutions	9,738	20.9	8,758	20.4	△ 979	△ 10.1
Banks	3,330	7.1	3,800	8.9	470	14.1
Securities Firms	2,086	4.5	1,007	2.3	△ 1,078	△ 51.7
Shopping Credit/ Leasing Companies	1,402	3.0	904	2.1	△ 498	△ 35.6
Insurance Companies	2,919	6.3	3,046	7.1	127	4.4
Communications/Transportation	6,079	13.0	6,802	15.9	722	11.9
Utilities	1,190	2.6	1,482	3.5	291	24.5
Services/Others	4,961	10.6	3,918	9.1	△ 1,042	△ 21.0
<b>Total</b>	<b>46,685</b>	<b>100.0</b>	<b>42,850</b>	<b>100.0</b>	<b>△ 3,834</b>	<b>△ 8.2</b>

※We made a partial amendment in previously disclosed data.

JPY in Millions



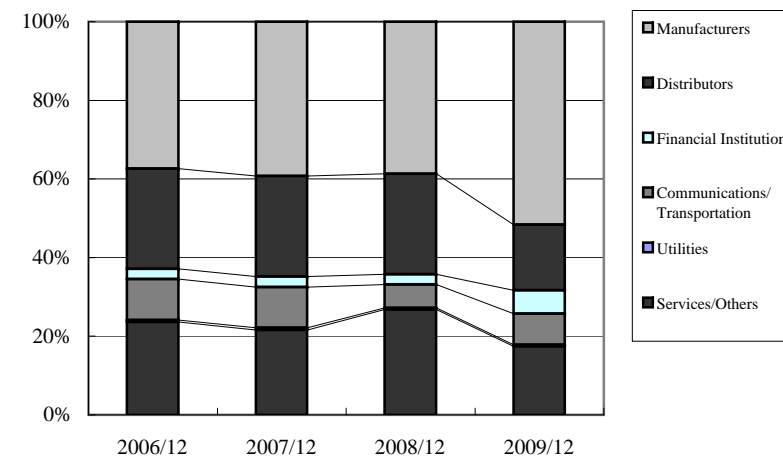
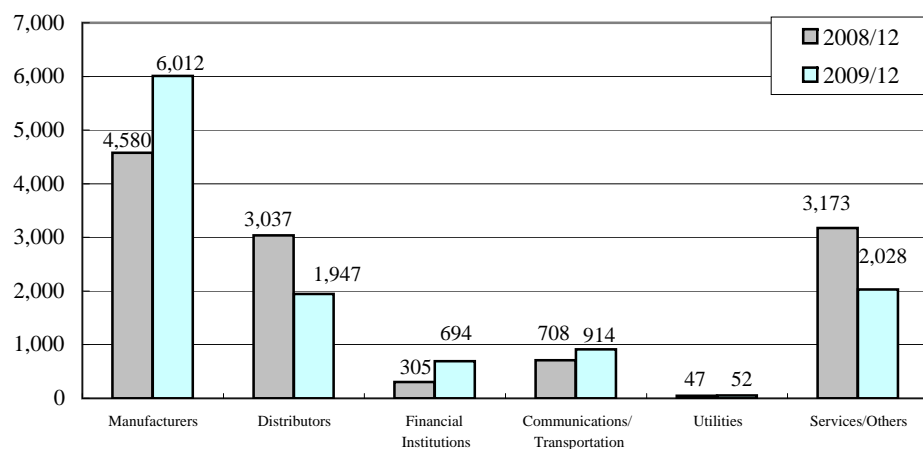
## V. Sales by solution & customer industry (ERP Solutions)

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	4,580	38.6	6,012	51.6	1,432	31.3
Distributors	3,037	25.6	1,947	16.7	△ 1,089	△ 35.9
Financial Institutions	305	2.6	694	6.0	388	127.2
Banks	117	1.0	27	0.2	△ 90	△ 76.7
Securities Firms	77	0.6	403	3.5	326	422.5
Shopping Credit/ Leasing Companies	78	0.7	182	1.6	104	133.4
Insurance Companies	32	0.3	80	0.7	47	146.3
Communications/Transportation	708	6.0	914	7.8	205	29.0
Utilities	47	0.4	52	0.5	4	8.8
Services/Others	3,173	26.8	2,028	17.4	△ 1,144	△ 36.1
<b>Total</b>	<b>11,853</b>	<b>100.0</b>	<b>11,650</b>	<b>100.0</b>	<b>△ 203</b>	<b>△ 1.7</b>

※We made a partial amendment in previously disclosed data.

JPY in Millions



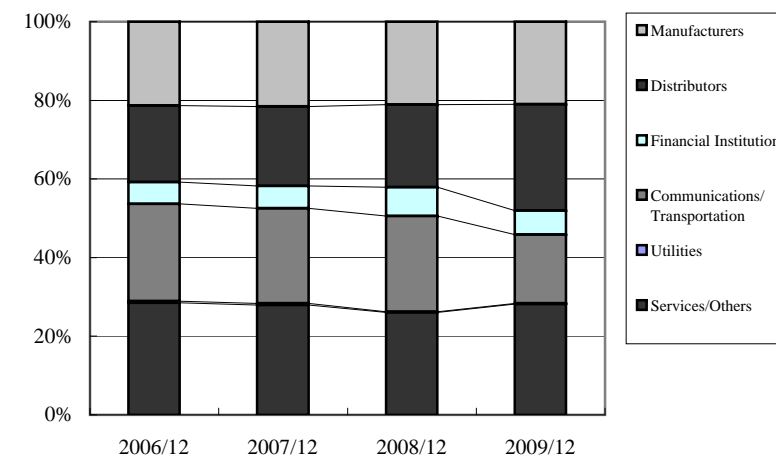
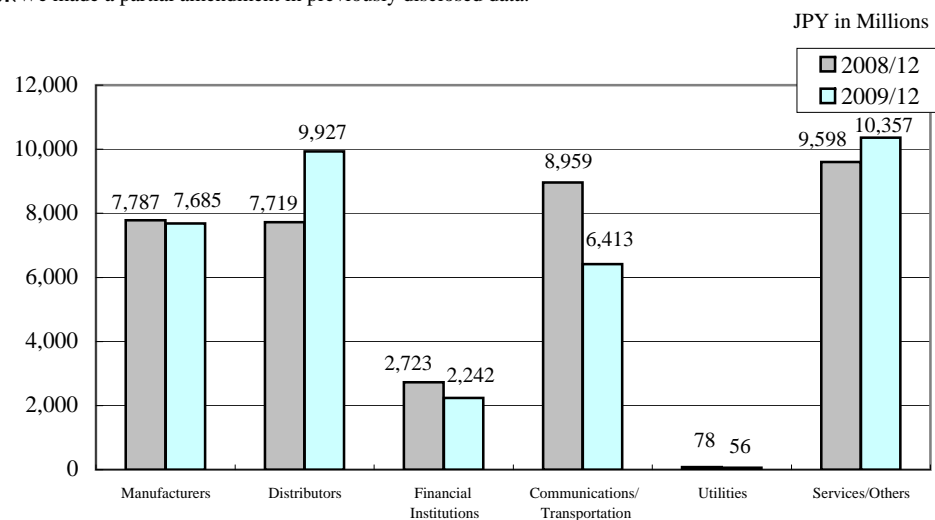


## VI. Sales by solution & customer industry (Platform Solutions)

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	7,787	21.1	7,685	20.9	△ 102	△ 1.3
Distributors	7,719	21.0	9,927	27.1	2,208	28.6
Financial Institutions	2,723	7.4	2,242	6.1	△ 481	△ 17.7
Banks	1,290	3.5	1,199	3.3	△ 91	△ 7.1
Securities Firms	497	1.4	436	1.2	△ 60	△ 12.2
Shopping Credit/ Leasing Companies	806	2.2	457	1.2	△ 349	△ 43.3
Insurance Companies	128	0.3	149	0.4	20	15.7
Communications/Transportation	8,959	24.3	6,413	17.5	△ 2,546	△ 28.4
Utilities	78	0.2	56	0.2	△ 21	△ 27.9
Services/Others	9,598	26.0	10,357	28.2	759	7.9
<b>Total</b>	<b>36,865</b>	<b>100.0</b>	<b>36,681</b>	<b>100.0</b>	<b>△ 183</b>	<b>△ 0.5</b>

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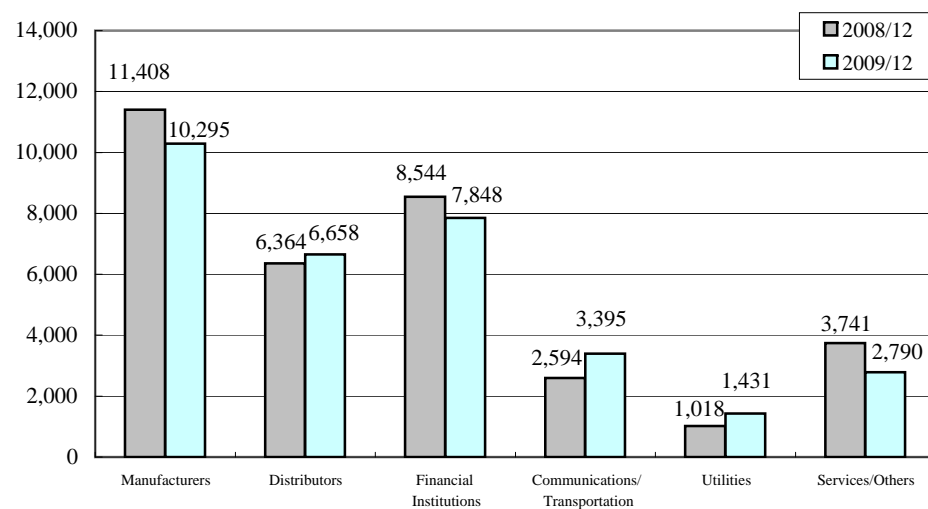


## VII. Sales by segment & customer industry (Software Development)

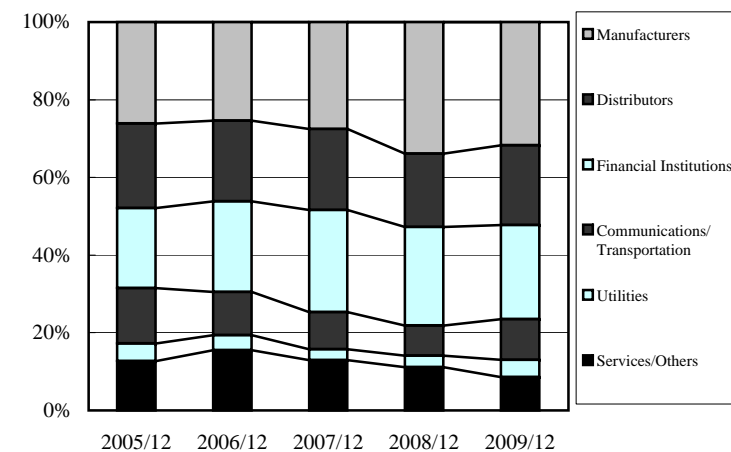
JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Manufacturers	11,408	33.9	10,295	31.8	△ 1,112	△ 9.8
Distributors	6,364	18.9	6,658	20.5	294	4.6
Financial Institutions	8,544	25.4	7,848	24.2	△ 696	△ 8.1
Banks	2,678	8.0	3,070	9.5	392	14.7
Securities Firms	2,070	6.1	1,288	4.0	△ 781	△ 37.8
Shopping Credit/ Leasing Companies	975	2.9	473	1.4	△ 501	△ 51.4
Insurance Companies	2,820	8.4	3,014	9.3	194	6.9
Communications/Transportation	2,594	7.7	3,395	10.5	800	30.9
Utilities	1,018	3.0	1,431	4.4	413	40.6
Services/Others	3,741	11.1	2,790	8.6	△ 950	△ 25.4
<b>Total</b>	<b>33,672</b>	<b>100.0</b>	<b>32,420</b>	<b>100.0</b>	<b>△ 1,251</b>	<b>△ 3.7</b>

※We made a partial amendment in previously disclosed data.



JPY in Millions



## VIII. Sales by solution - Quarterly trends

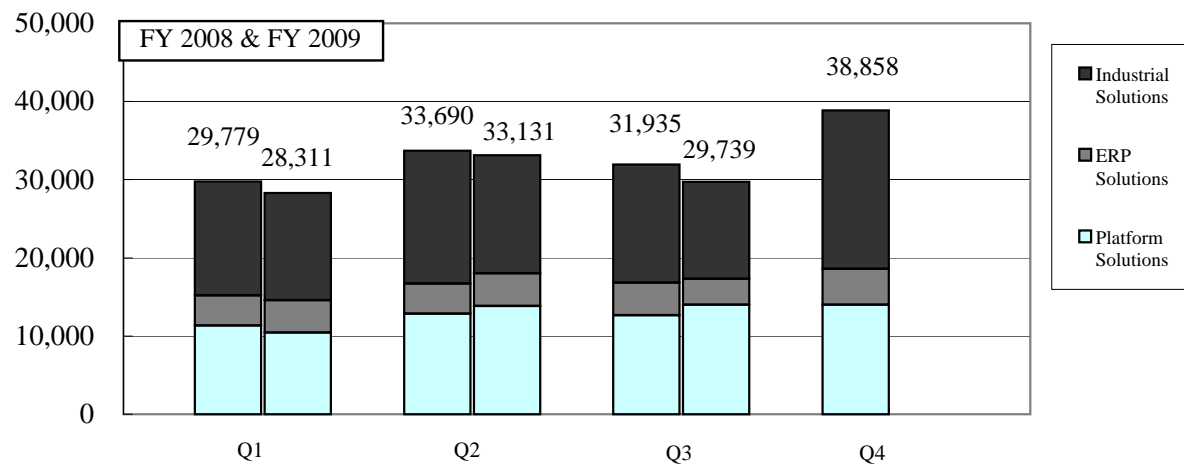
JPY in Millions

		Q1		Q2		Q3		Q4		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
FY 2009	Sales	28,311	△ 4.9	33,131	△ 1.7	29,739	△ 6.9				
	Industrial Solutions	13,715	△ 5.9	15,132	△ 10.9	14,003	△ 7.4				
	ERP Solutions	4,172	7.7	4,156	8.4	3,321	△ 19.8				
	Platform Solutions	10,423	△ 8.0	13,842	7.6	12,415	△ 2.0				
FY 2008	Sales		(22.2)		(25.1)		(23.8)		(28.9)		(100.0)
		29,779	8.3	33,690	△ 1.2	31,935	2.3	38,858	△ 12.4	134,263	△ 2.1
	Industrial Solutions	14,574	(21.7)	16,991	(25.4)	15,119	(22.6)	20,282	(30.3)	66,968	(100.0)
	ERP Solutions	3,874	(23.6)	3,836	(23.3)	4,142	(25.2)	4,587	(27.9)	16,440	(100.0)
Platform Solutions	11,329	(22.3)	12,862	(25.3)	12,673	(24.9)	13,989	(27.5)	50,854	(100.0)	
		26.4	△ 0.4	4.4	△ 18.7						△ 0.7

Percentage columns show year-on-year sales growth. Figures in bracket represent the percentage of sales out of annual sales.

Sales by solution - Quarterly trends

JPY in Millions



## IX. Sales by segment - Quarterly trends

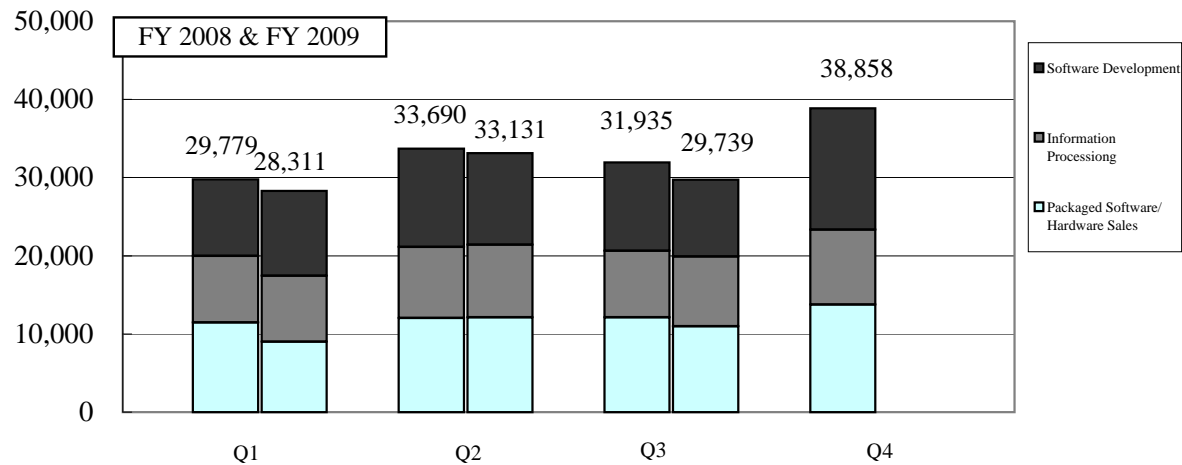
JPY in Millions

		Q1		Q2		Q3		Q4		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
FY 2009	Sales	28,311	△ 4.9	33,131	△ 1.7	29,739	△ 6.9				
	Software Development	10,873	10.8	11,701	△ 6.9	9,845	△ 12.8				
	Information Processing	8,424	△ 0.7	9,312	2.6	8,926	4.5				
	Software Package / Hardware	9,013	△ 21.5	12,117	0.6	10,967	△ 9.4				
FY 2008	Sales	29,779	(22.2) 8.3	33,690	(25.1) △ 1.2	31,935	(23.8) 2.3	38,858	(28.9) △ 12.4	134,263	(100.0) △ 2.1
	Software Development	9,809	(19.9) 3.3	12,568	(25.6) 7.8	11,294	(23.0) 0.1	15,509	(31.5) △ 3.6	49,182	(100.0) 1.4
	Information Processing	8,484	(23.8) 3.5	9,073	(25.4) 2.5	8,539	(23.9) △ 1.6	9,604	(26.9) △ 6.7	35,702	(100.0) △ 0.9
	Software Package / Hardware	11,485	(23.3) 17.2	12,048	(24.4) △ 11.4	12,101	(24.5) 7.4	13,744	(27.8) △ 23.7	49,379	(100.0) △ 6.2

Percentage columns show year-on-year sales growth. Figures in bracket represent the percentage of sales out of annual sales.

### Sales by segment - Quarterly trends

JPY in Millions



## X. Amount of orders accepted and backlog (Software Development)

JPY in Millions

		Q1	Q2	Q3	Q4
FY2009	Orders accepted	16,438	9,425	9,644	
	Backlog	12,595	10,319	10,118	
FY2008	Orders accepted	16,256	11,579	12,357	10,054
	Backlog	12,410	11,421	12,485	7,030

## XI. Sales of Packaged Software and Hardware

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY changes(%)
Hardware	25,275	70.9	21,715	67.7	△ 3,560	△ 14.1
Packaged Software	10,359	29.1	10,383	32.3	24	0.2
Total	35,634	100.0	32,098	100.0	△ 3,535	△ 9.9

## XII. Sales to Sumitomo Corp. and Sumitomo Group Companies

JPY in Millions

	2008/12		2009/12		Increase/Decrease	
	Amount	% <sup>*1</sup>	Amount	% <sup>*1</sup>	Amount	YoY changes(%)
Sumitomo Corporation	8,928	9.4	12,363	13.6	3,435	38.5
Sumitomo Group Companies <sup>*2</sup>	29,044	30.4	31,897	35.0	2,853	9.8

<sup>\*1</sup> The percentage is the ratio to the amount of total sales

<sup>\*2</sup> Sumitomo Group includes Sumitomo Corp. Group Companies

### XIII. Quarterly trends

JPY in Millions

Figures in brackets show percentage out of quarterly sales.

FY2009	1st quarter ( 2009.4~6 )		2nd quarter ( 2009.7~9 )		3rd quarter ( 2009.10~12 )	
	Amount	%	Amount	%	Amount	%
	Net sales	28,311	100.0	33,131	100.0	29,739
Industrial solution	13,715	(48.4)	15,132	(45.7)	14,003	(47.1)
ERP solution	4,172	(14.7)	4,156	(12.5)	3,321	(11.2)
Platform solution	10,423	(36.8)	13,842	(41.8)	12,415	(41.7)
Cost of sales	21,660	76.5	25,909	78.2	22,994	77.3
Gross Profit	6,650	23.5	7,221	21.8	6,745	22.7
S.G.&A.Expenses	5,983	21.1	5,962	18.0	5,487	18.5
Operating Income	667	2.4	1,259	3.8	1,257	4.2
Ordinary Income	795	2.8	1,321	4.0	1,821	6.1
Income before income taxes	△ 328	△ 1.2	1,123	3.4	1,735	5.8
Net Income	224	0.8	564	1.7	942	3.2

1st half ( 2009.4~9 )		3rd quarter total ( 2009.4~12 )		full year ( 2009.4~2010.3 )	
Amount	%	Amount	%	Amount	%
61,442	100.0	91,182	100.0	134,000	100.0
28,847	(47.0)	42,850	(47.0)	-	-
8,328	(13.6)	11,650	(12.8)	-	-
24,266	(39.5)	36,681	(40.2)	-	-
47,569	77.4	70,564	77.4	102,200	76.3
13,872	22.6	20,618	22.6	31,800	23.7
11,945	19.4	17,432	19.1	24,300	18.1
1,927	3.1	3,185	3.5	7,500	5.6
2,117	3.4	3,939	4.3	7,800	5.8
795	1.3	2,530	2.8	-	-
788	1.3	1,731	1.9	4,000	3.0

FY2008	1st quarter ( 2008.4~6 )		2nd quarter ( 2008.7~9 )		3rd quarter ( 2008.10~12 )		4th quarter ( 2009.1~3 )	
	Amount	%	Amount	%	Amount	%	Amount	%
	Net sales	29,779	100.0	33,690	100.0	31,935	100.0	38,858
Industrial solution	14,574	(48.9)	16,991	(50.4)	15,119	(47.3)	20,282	(52.2)
ERP solution	3,874	(13.0)	3,836	(11.4)	4,142	(13.0)	4,587	(11.8)
Platform solution	11,329	(38.0)	12,862	(38.2)	12,673	(39.7)	13,989	(36.0)
Cost of sales	23,068	77.5	25,700	76.3	24,386	76.4	28,953	74.5
Gross Profit	6,710	22.5	7,989	23.7	7,548	23.6	9,905	25.5
S.G.&A.Expenses	5,859	19.7	5,850	17.4	5,803	18.2	5,613	14.4
Operating Income	851	2.9	2,139	6.3	1,745	5.5	4,291	11.0
Ordinary Income	975	3.3	2,246	6.7	1,859	5.8	4,441	11.4
Income before income taxes	957	3.2	2,067	6.1	531	1.7	3,810	9.8
Net Income	514	1.7	1,139	3.4	179	0.6	2,128	5.5

1st half ( 2008.4~9 )		3rd quarter total ( 2008.4~12 )		full year ( 2008.4~2009.3 )	
Amount	%	Amount	%	Amount	%
63,469	100.0	95,405	100.0	134,263	100.0
31,565	(49.7)	46,685	(48.9)	66,968	(49.9)
7,711	(12.1)	11,853	(12.4)	16,440	(12.2)
24,192	(38.1)	36,865	(38.6)	50,854	(37.9)
48,769	76.8	73,155	76.7	102,108	76.1
14,700	23.2	22,249	23.3	32,155	23.9
11,710	18.4	17,513	18.4	23,126	17.2
2,990	4.7	4,736	5.0	9,028	6.7
3,222	5.1	5,081	5.3	9,523	7.1
3,025	4.8	3,557	3.7	7,367	5.5
1,654	2.6	1,833	1.9	3,961	3.0

Increase / Decrease	1st quarter		2nd quarter		3rd quarter	
	Amount	%	Amount	%	Amount	%
	Net sales	△ 1,468	△ 4.9	△ 558	△ 1.7	△ 2,195
Industrial solution	△ 859	△ 5.9	△ 1,858	△ 10.9	△ 1,116	△ 7.4
ERP solution	297	7.7	320	8.4	△ 821	△ 19.8
Platform solution	△ 906	△ 8.0	979	7.6	△ 257	△ 2.0
Cost of sales	△ 1,408	△ 6.1	209	0.8	△ 1,392	△ 5.7
Gross Profit	△ 59	△ 0.9	△ 767	△ 9.6	△ 803	△ 10.6
S.G.&A.Expenses	123	2.1	111	1.9	△ 315	△ 5.4
Operating Income	△ 183	△ 21.6	△ 879	△ 41.1	△ 488	△ 28.0
Ordinary Income	△ 179	△ 18.4	△ 924	△ 41.2	△ 37	△ 2.0
Income before income taxes	△ 1,286	△ 134.3	△ 944	△ 45.7	1,203	226.4
Net Income	△ 290	△ 56.4	△ 575	△ 50.5	763	426.0

1st half		3rd quarter total	
Amount	%	Amount	%
△ 2,026	△ 3.2	△ 4,222	△ 4.4
△ 2,718	△ 8.6	△ 3,834	△ 8.2
617	8.0	△ 203	△ 1.7
73	0.3	△ 183	△ 0.5
△ 1,199	△ 2.5	△ 2,591	△ 3.5
△ 827	△ 5.6	△ 1,631	△ 7.3
235	2.0	△ 80	△ 0.5
△ 1,063	△ 35.5	△ 1,551	△ 32.8
△ 1,104	△ 34.3	△ 1,142	△ 22.5
△ 2,230	△ 73.7	△ 1,026	△ 28.9
△ 865	△ 52.3	△ 102	△ 5.6