

Consolidated results of operation for 3<sup>rd</sup> quarter of fiscal year ending March 2013

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SCSK Corporation January 30, 2013

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### Consolidated financial results of operation for 3<sup>rd</sup> quarter

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# (1) Consolidated statements of income



Apr.2012-Dec.2012:SCSK Apr.2011-Dec.2011:SCS+CSK

(Millions of yen)

	Apr.2011-Dec.2011	Apr.2012-Dec.2012	Increase/Decrease Amount Change(%,	
Net Sales	192,983	201,400	8,417	4.4%
Gross Profit	43,738	46,460	2,722	6.2%
(Gross Profit Margin)	(22.7%)	(23.1%)	(0.4%)	<u> </u>
SG&A Expenses	33,899	32,511	<i>∆1,388</i>	△4.1%
Operating Income	9,838	13,949	4,110	41.8%
(Operating Income Margin)	(5.1%)	(6.9%)	(1.8%)	—
Ordinary Income	12,521	15,145	2,623	21.0%
Net Income	23,912	14,634	△9,278	△38.8%

# (2) Sales by segment / Incoming orders and backlog



Apr.2012-Dec.2012:SCSK

Apr.2011-Dec.2011:SCS+CSK (Millions of yen)

	Apr. 2011-Dec. 2011	Apr. 2012-Dec. 2012	Increase/	rease/Decrease	
	Apr. 2011-Dec. 2011	Apr. 2012-Dec. 2012	Amount	Change(%)	
System Development	73,990 (38.3%)	80,894 (40.2%)	6,903	9.3%	
System maintenance and operation/ Services	74,798 (38.8%)	77,377 (38.4%)	2,578	3.4%	
Packaged Software/ Hardware Sales	41,813 (21.7%)	40,556 (20.1%)	△1,257	△3.0%	
Prepaid Card	2,380 (1.2%)	2,572 (1.3%)	191	8.1%	
Total	192,983	201,400 (100.0%)	8,417	4.4%	
[Incoming Orders] System Development	72,148	78,613	6,465	9.0%	
[Backlog] System Development	21,611	22,612	1,001	4.6%	

# (3) Sales by customer industry



Apr.2012-Dec.2012:SCSK Apr.2011-Dec.2011:SCS+CSK

(Millions of yen)

		<b>Apr.2011-De</b>	c.2011	Apr. 2012-Dec. 2012		Increase/Decrease	
		Amount	Composition	Amount	Composition	Amount	Change(%)
Ma	nufacturers	58,479	30.3%	58,341	29.0%	<i>∆138</i>	△0.2 %
Distributors		31,172	16.2%	34,156	17.0%	2,983	9.6 <b>%</b>
Fin	ancial Institutions	41,866	21.7%	41,970	20.8%	104	0.2%
	Banks	13,398	6.9%	14,131	7.0%	733	5.5 <b>%</b>
	Securities Firms	5,757	3.0%	5,336	2.6%	<i>∆421</i>	∆7.3 <b>%</b>
	Shopping Credit/ Leasing Companies	6,569	3.4%	6,399	3.2%	△170	△2.6%
	Insurance Companies	16,141	8.4%	16,103	8.0%	△38	∆0.2 <b>%</b>
	mmunications/ nnsportation	23,562	12.2%	28,773	14.3%	5,211	22.1 %
Uti	lities	1,668	0.9%	1,341	0.7%	<i>∆326</i>	∆19.6%
Ser	vices	24,633	12.8%	26,518	13.2%	1,885	7.7%
Oth	iers	11,601	6.0%	10,299	5.1%	<i>∆1,302</i>	Δ11.2 <b>%</b>
Tot	al	192,983	100.0%	201,400	100.0%	8,417	4.4%

<sup>\*&</sup>quot;Others" include sales of prepaid card business

# (4) Business performance by reported segment



		Apr. 2011-Dec. 2011	Apr. 2012-Dec. 2012	Increase/Decrease	Change (%)
Industrial Systems	External Sales	44,249	48,673	4,423	10.0%
Business	Operating Income	2,223	3,485	1,262	56.8%
Financial Systems	External Sales	35,683	37,358	1,674	4.7%
Business	Operating Income	2,780	3,207	426	15.4%
Global Systems	External Sales	8,884	9,062	177	2.0%
Business	Operating Income	1,200	1,439	239	20.0%
<b>Business Solutions and</b>	External Sales	9,964	11,888	1,924	19.3%
Cross-Functional Business	Operating Income	85	969	883	1,027.8%
Duginaga Cawaiaag	External Sales	22,930	23,192	262	1.1%
<b>Business Services</b>	Operating Income	105	690	584	556.0%
IT Management	External Sales	27,967	28,326	358	1.3%
	Operating Income	2,562	2,230	△332	△13.0%
IT Platform Solutions	External Sales	40,385	39,765	△619	<i>∆1.5%</i>
11 Plauorm Solutions	Operating Income	1,088	2,016	928	85.3%
Prepaid Card	External Sales	2,380	2,572	191	8.1%
Business	Operating Income	534	573	39	7.4%
Others	External Sales	535	560	24	4.6%
Others	Operating Income	191	178	△12	△6.4%
A 15	External Sales	-	_	_	_
Adjustment	Operating Income	Δ933	△842	91	_
T-4-1	External Sales	192,983	201,400	8,417	4.4%
Total	Operating Income	9,838	13,949	4,110	41.8%

(Millions of yen)

Apr.2012-Dec.2012: SCSK

Apr.2011-Dec.2011: SCS+CSK

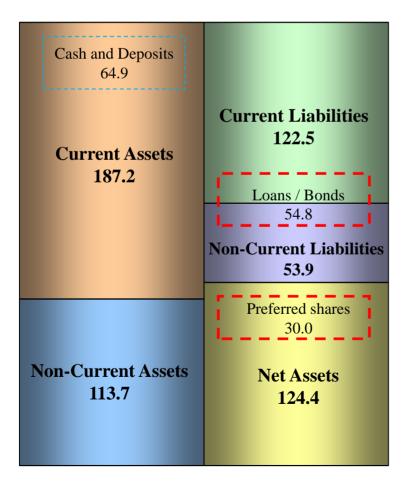
## (5) Consolidated balance sheet



(Billions of yen)

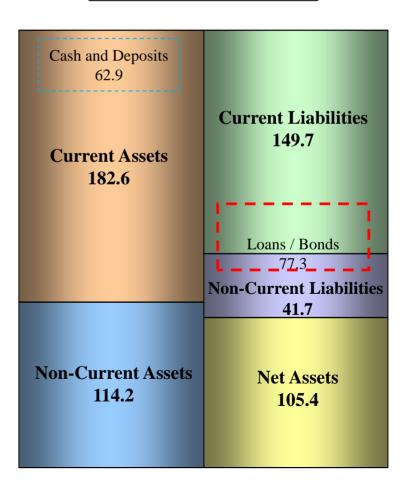
As of March 31, 2012

Total Assets 300.9



#### As of December 31, 2012

Total Assets 296.8



# (6) Progress of core strategies



**Pursue cross-selling** 

**Strengthen cloud solution business** 

**Expand global solution business** 



#### Disclaimer on the use of this document

- 1. The financial data in this document is primarily based on the consolidated financial statements unless specifically stated otherwise.
- 2. On October 1, 2011 Sumisho Computer Systems Corporation (SCS, the continuing entity) merged with CSK Corporation (CSK) to become SCSK Corporation. Pro forma figures for 3<sup>rd</sup> quarter in the previous fiscal year, the simple sum of the 3<sup>rd</sup> quarter figures for SCS and CSK, are used to facilitate year-on-year results comparison on 3<sup>rd</sup> quarter.

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