



Create Our Future of Dreams

# **Financial results for FY2012 and core strategy for FY2013**

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**Summary of financial results for  
FY2012**

**Core strategy for  
FY2013**

**Key initiatives for  
FY2013**

**Financial forecasts for  
FY2013**

(Billions of yen)

	<b>FY2011 Result</b>	<b>FY2012 Forecast</b>	<b>FY2012 Result</b>	<i>FY12-FY11 Difference (Change (%))</i>	<i>FY12 Result- FY12 Forecast (Change (%))</i>
<b>Sales</b>	268.7	280.0	<b>278.6</b>	9.9 (3.7%)	$\Delta 1.3$ ( $\Delta 0.5\%$ )
<b>Operating income</b>	16.9	18.5	<b>20.8</b>	3.8 (22.9%)	2.3 (12.5%)
<b>Net income</b>	27.9	15.0	<b>16.7</b>	$\Delta 11.2$ ( $\Delta 40.1\%$ )	1.7 (11.5%)

※ Figures for FY2011 are the sum of the reported figures of SCSK for the full-year and the reported figures of CSK for the 1<sup>st</sup> half.

**Pursue cross-selling**

**Expand global solution business**

**Strengthen cloud solution business**

**Pursue cross-selling**

**Expand global solution business**

**Strengthen cloud solution business**

**Strengthen organizational structure**

**Improve human resources capabilities**



**Strengthen organizational structure**

**Enhance human resources capabilities**

(Billions of yen)

	<b>FY2012 Result</b>	<b>FY2013 Forecast</b>	<i>Increase/decrease (Change %)</i>
<b>Sales</b>	278.6	<b>290.0</b>	11.3 (4.1%)
<b>Operating income</b>	20.8	<b>23.5</b>	2.6 (13.0%)
<b>Net income</b>	16.7	<b>17.5</b>	0.7 (4.6%)

# **Create Our Future of Dreams**

**We create our future of dreams  
by establishing value  
based on our customers' trust.**

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