

Consolidated Results of Operation for 1st Quarter of Fiscal Year Ending March 2014

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Consolidated financial results of operation for 1st quarter

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(1) Consolidated statements of income

(Millions of yen)

	Apr. 2012- Jun. 2012	Apr. 2013- Jun. 2013	Increase/Decrease	
			Amount	Change (%)
Net Sales	63,185	64,516	1,331	2.1%
Gross Profit	14,671	14,647	Δ24	Δ0.2%
(Gross Profit Margin)	(23.2%)	(22.7%)	(Δ0.5%)	—
SG&A Expenses	11,223	11,158	Δ64	Δ0.6%
Operating Income	3,448	3,488	39	1.2%
(Operating Income Margin)	(5.5%)	(5.4%)	(Δ0.1%)	—
Ordinary Income	3,905	3,750	Δ155	Δ4.0%
Net Income	3,567	3,102	Δ464	Δ13.0%

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

(Millions of yen)

	Apr. 2012-Jun. 2012 (Composition)	Apr. 2013-Jun. 2013 (Composition)	Increase/Decrease	
			Amount	Change (%)
System Development	24,135 (38.2%)	27,094 (42.0%)	2,958	12.3%
System maintenance and operation/ Services	24,815 (39.3%)	26,118 (40.5%)	1,303	5.3%
Packaged Software /Hardware Sales	13,063 (20.7%)	10,550 (16.4%)	Δ2,512	Δ19.2%
Prepaid Card	1,170 (1.9%)	752 (1.2%)	Δ418	Δ35.7%
Total	63,185 (100.0%)	64,516 (100.0%)	1,331	2.1%
[Incoming Orders] System Development	24,392	27,442	3,050	12.5%
[Backlog] System Development	25,149	23,166	Δ1,983	Δ7.9%

(3) Sales comparison by customer industry

(Millions of yen)

	Apr. 2012-Jun. 2012		Apr. 2013 –Jun. 2013		Increase/ Decrease	
	Amount	Composition	Amount	Composition	Amount	Change (%)
Manufacturers	18,335	29.0%	18,410	28.5%	75	0.4%
Distributors	10,910	17.3%	10,904	16.9%	△5	△0.1%
Financial Institutions	12,988	20.6%	14,534	22.5%	1,545	11.9%
Banks	4,208	6.7%	4,914	7.6%	705	16.8%
Securities Firms	1,773	2.8%	1,690	2.6%	△83	△4.7%
Shopping Credit/ Leasing Companies	1,847	2.9%	2,207	3.4%	359	19.5%
Insurance Companies	5,158	8.2%	5,721	8.9%	563	10.9%
Communications/ Transportation	8,142	12.9%	8,460	13.1%	318	3.9%
Utilities	372	0.6%	387	0.6%	14	3.9%
Services	8,637	13.7%	8,292	12.9%	△345	△4.0%
Others*	3,798	6.0%	3,525	5.5%	△272	△7.2%
Total	63,185	100.0%	64,516	100.0%	1,331	2.1%

* "Others" include sales of prepaid card business.

(4) Business performance by reported segment

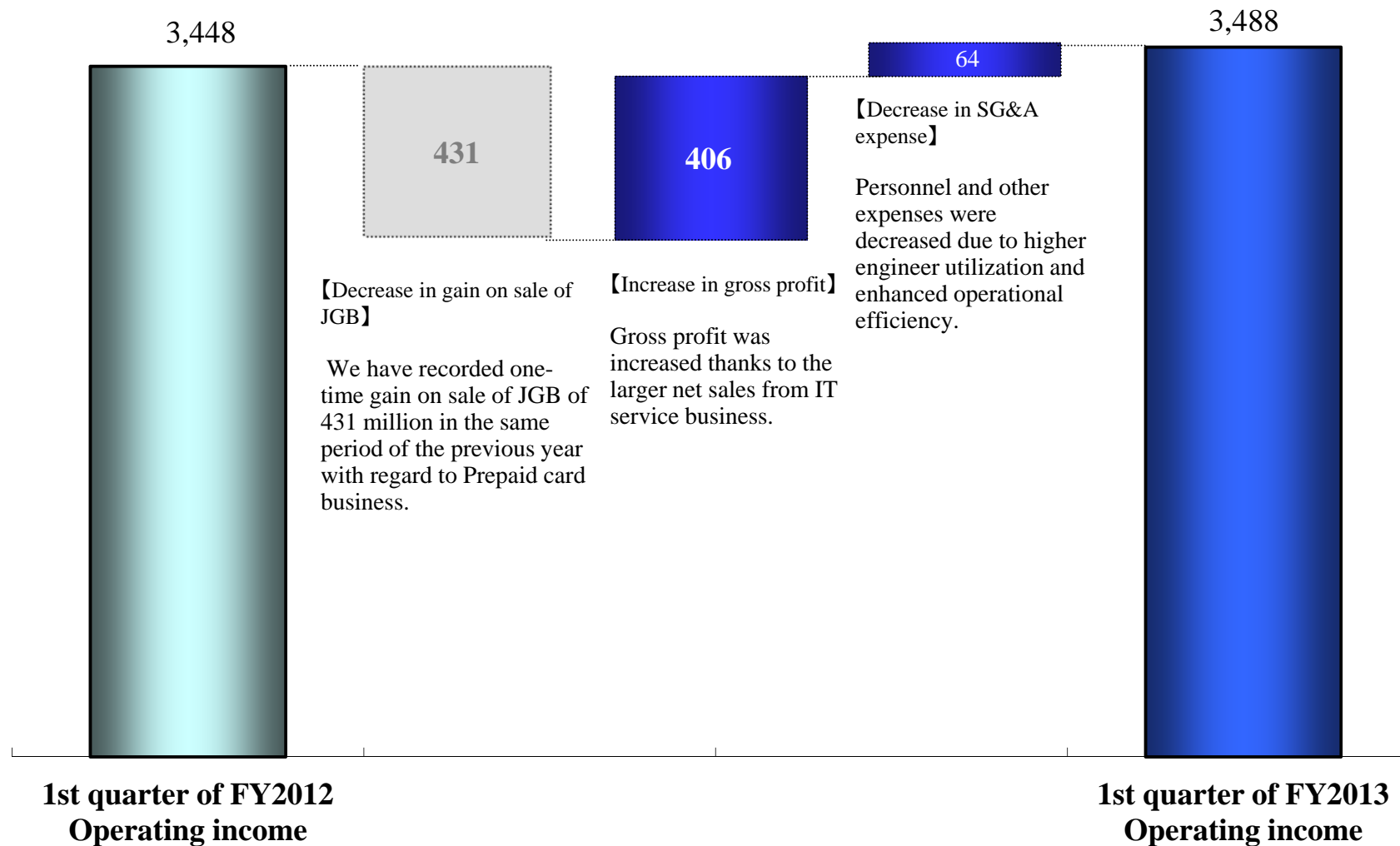
		Apr. 2012 –Jun. 2012	Apr. 2013 –Jun. 2013	Increase/ Decrease	Change (%)
Industrial Systems Business	External Sales	16,386	15,705	△681	△4.2%
	Operating Income	662	665	3	0.5%
Financial Systems Business	External Sales	11,266	12,922	1,656	14.7%
	Operating Income	736	901	164	22.4%
Global Systems Business	External Sales	2,720	3,237	517	19.0%
	Operating Income	429	539	109	25.5%
Business Solutions	External Sales	3,512	3,908	396	11.3%
	Operating Income	352	441	88	25.2%
Business Services	External Sales	7,436	7,534	98	1.3%
	Operating Income	191	238	46	24.5%
IT Management	External Sales	8,301	8,795	494	6.0%
	Operating Income	471	645	174	37.0%
IT Platform Solutions	External Sales	12,185	11,463	△722	△5.9%
	Operating Income	264	135	△129	△48.9%
Prepaid Card Business	External Sales	1,170	752	△418	△35.7%
	Operating Income	530	76	△454	△85.6%
Others	External Sales	204	195	△8	△4.3%
	Operating Income	26	24	△1	△6.6%
Adjustment	External Sales	—	—	—	—
	Operating Income	△217	△180	37	—
Total	External Sales	63,185	64,516	1,331	2.1%
	Operating Income	3,448	3,488	39	1.2%

(Millions of yen)

*Internal Sales have been eliminated.

(5) Operating income analysis

(Millions of yen)



Operating Income Margin 5.5%

(excluding gain on sales of JGB 4.8%)

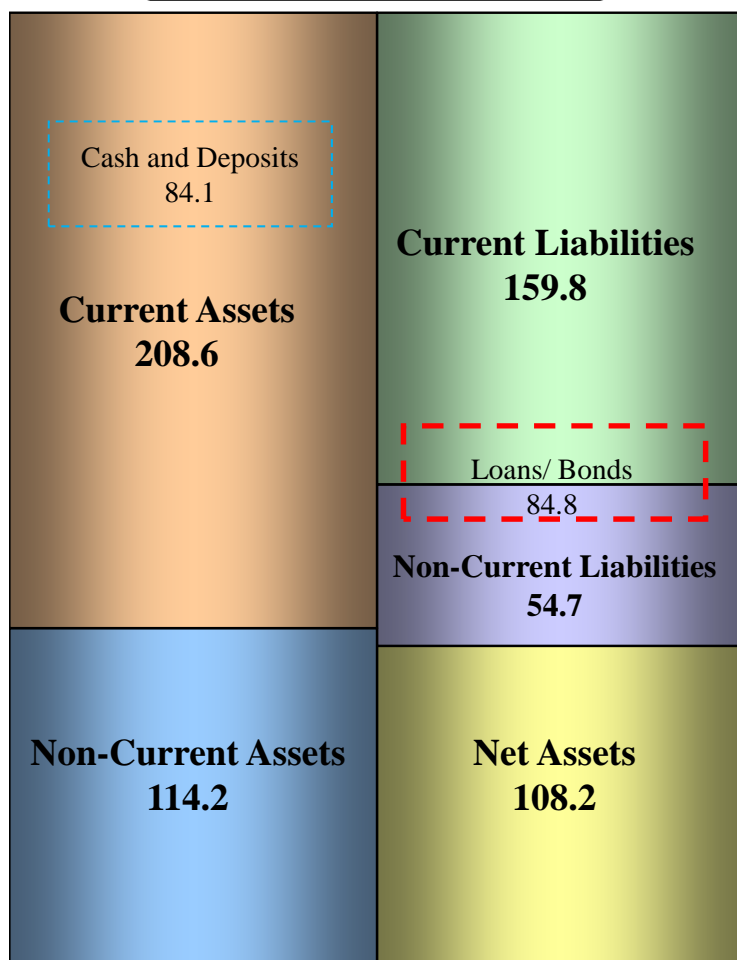
Operating Income Margin 5.4%

(6) Consolidated balance sheet

(Billions of yen)

As of March 31, 2013

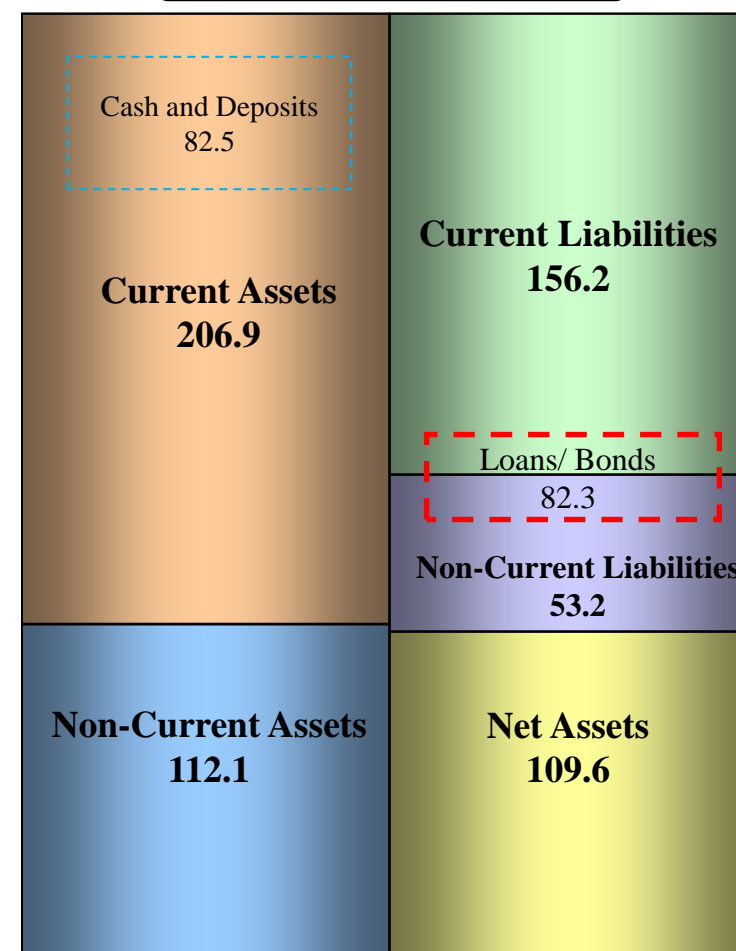
Total Assets 322.8



Equity ratio 31.8%
BPS 991.48 yen

As of June 30, 2013

Total Assets 319.0



Equity ratio 32.7%
BPS 1,005.20 yen

(7) Progress of core strategies

Pursue cross-selling

Expand global solution business

Strengthen cloud solution business

Disclaimer on the use of this document

1. We have made amendment of previous year's data in page 4 (sales comparison by customer industry) to reflect the revision of industry applied to some customers.
2. We have made amendment of previous year's data in page 6 (business performance by reported segment) to enable a fair comparison with this year's data under realigned reported segments.

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