



SCSK Corporation  
Supplementary Information (Data Book)  
2015/4/1-2015/6/30

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## **Financial Review (Consolidated)**

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## **Caution Concerning Forward-Looking Statements**

- This information is intended to provide information about the Group's performance and business strategy and is not intended to solicit the purchase or sale of shares in Group companies.
- Estimates, targets and outlooks included in this report are forward-looking statements based on information available as of the date of publication. Results and outcomes may differ materially from the forward-looking statements and no guarantee is made that targets will be reached. All such statements are subject to change without notice.
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I Sales by segment - Quarterly trends

(Millions of yen)

		Q1	
		Amount	%
2016/3	Net Sales	74,026	100.0
	System Development	28,345	38.3
	System maintenance and operation/ Services	28,727	38.8
	Packaged Software/ Hardware Sales	16,141	21.8
	Prepaid Card Business	812	1.1

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
2015/3	Net Sales	66,569	100.0	75,954	100.0	71,950	100.0	83,158	100.0	142,524	100.0	214,474	100.0	155,109	100.0	297,633	100.0
	System Development	27,093	40.7	30,564	40.2	28,829	40.1	31,356	37.7	57,657	40.5	86,486	40.3	60,185	38.8	117,843	39.6
	System maintenance and operation/ Services	26,758	40.2	27,540	36.3	27,795	38.6	28,625	34.4	54,299	38.1	82,094	38.3	56,421	36.4	110,720	37.2
	Packaged Software/ Hardware Sales	11,807	17.7	16,986	22.4	14,506	20.2	22,391	26.9	28,794	20.2	43,300	20.2	36,897	23.8	65,691	22.1
	Prepaid Card Business	910	1.4	862	1.1	819	1.1	785	0.9	1,773	1.2	2,592	1.2	1,604	1.0	3,378	1.1

		Amount	%
		Net Sales	7,456
Increase /Decrease	System Development	1,252	4.6
	System maintenance and operation/ Services	1,968	7.4
	Packaged Software/ Hardware Sales	4,333	36.7
	Prepaid Card Business	-97	-10.7

## II Sales by customer industry

(Millions of yen)

	Apr.2014-Jun.2014		Apr.2015-Jun.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	18,722	28.1	19,153	25.9	431	2.3
Distributors	11,513	17.3	11,757	15.9	243	2.1
Financial Institutions	15,244	22.9	16,063	21.7	818	5.4
Banks	5,219	7.8	5,345	7.2	126	2.4
Securities Firms	1,835	2.8	2,463	3.3	627	34.2
Shopping Credit/ Leasing Companies	2,596	3.9	2,438	3.3	-158	-6.1
Insurance Companies	5,593	8.4	5,816	7.9	222	4.0
Communications/Transportation	9,252	13.9	13,792	18.6	4,540	49.1
Utilities	495	0.7	645	0.9	149	30.2
Services	7,811	11.7	8,009	10.8	198	2.5
Others	3,529	5.3	4,604	6.2	1,074	30.5
Total	66,569	100.0	74,026	100.0	7,456	11.2

\*"Others" include sales of prepaid card business.

\* We made a partial amendment in previously disclosed data.

### III Sales by segment & customer industry (System development)

(Millions of yen)

	Apr.2014-Jun.2014		Apr.2015-Jun.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	6,739	24.9	6,782	23.9	43	0.6
Distributors	2,959	10.9	3,056	10.8	96	3.3
Financial Institutions	11,082	40.9	11,947	42.2	865	7.8
Banks	3,808	14.1	4,033	14.2	224	5.9
Securities Firms	1,296	4.8	1,895	6.7	598	46.2
Shopping Credit/ Leasing Companies	1,305	4.8	1,249	4.4	-56	-4.3
Insurance Companies	4,671	17.2	4,769	16.8	97	2.1
Communications/Transportation	3,071	11.3	3,304	11.7	233	7.6
Utilities	412	1.5	484	1.7	71	17.2
Services	2,195	8.1	2,105	7.4	-89	-4.1
Others	632	2.3	663	2.3	31	5.0
Total	27,093	100.0	28,345	100.0	1,252	4.6

\* We made a partial amendment in previously disclosed data.

#### IV Sales by segment & customer industry (System maintenance and operation/Services)

(Millions of yen)

	Apr.2014-Jun.2014		Apr.2015-Jun.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	8,895	33.2	9,251	32.2	356	4.0
Distributors	5,747	21.5	5,909	20.6	162	2.8
Financial Institutions	3,416	12.8	3,599	12.5	182	5.4
Banks	1,191	4.5	1,155	4.0	-35	-3.0
Securities Firms	464	1.7	481	1.7	16	3.6
Shopping Credit/ Leasing Companies	931	3.5	979	3.4	48	5.2
Insurance Companies	828	3.1	982	3.4	153	18.5
Communications/Transportation	3,713	13.9	3,796	13.2	83	2.2
Utilities	70	0.3	85	0.3	14	20.9
Services	4,177	15.6	4,375	15.2	197	4.7
Others	737	2.8	1,708	5.9	971	131.7
Total	26,758	100.0	28,727	100.0	1,968	7.4

\* We made a partial amendment in previously disclosed data.

**V Sales by segment & customer industry (Packaged software/hardware sales)**

(Millions of yen)

	Apr.2014-Jun.2014		Apr.2015-Jun.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	3,088	26.2	3,119	19.3	31	1.0
Distributors	2,809	23.8	2,791	17.3	-14	-0.5
Financial Institutions	745	6.3	516	3.2	-228	-30.7
Banks	218	1.9	156	1.0	-62	-28.5
Securities Firms	73	0.6	86	0.5	12	16.4
Shopping Credit/ Leasing Companies	359	3.0	209	1.3	-150	-41.8
Insurance Companies	92	0.8	64	0.4	-28	-30.5
Communications/Transportation	2,468	20.9	6,691	41.5	4,223	171.1
Utilities	12	0.1	75	0.5	63	530.2
Services	1,438	12.2	1,528	9.5	89	6.2
Others	1,249	10.6	1,418	8.8	169	13.6
Total	11,807	100.0	16,141	100.0	4,333	36.7

\* We made a partial amendment in previously disclosed data.



**VI External Sales and Operating Income by Reported Segment - Quarterly trends (i)**

(Millions of yen)

FY2015	Q1	
	External sales Composition (%)	Operating income
Manufacturing Systems Business	9,453 12.8	322 —
Telecommunication Systems Business	6,154 8.3	937 —
Distribution Systems Business	11,278 15.2	1,473 —
Financial Systems Business	15,578 21.0	1,575 —
Business Solutions	4,789 6.5	223 —
Business Services	8,610 11.6	280 —
IT Platform Solutions	17,155 23.2	917 —
Prepaid Card Business	812 1.1	91 —
Others	194 0.3	17 —
Adjustment	—	-398
Total	74,026 100.0	5,440 —

FY2014	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
Manufacturing Systems Business	9,823 14.8	302 —	10,920 14.4	795 —	10,713 14.9	609 —	11,073 13.3	1,341 —	20,743 14.6	1,097 —	31,457 14.7	1,707 —	21,787 14.0	1,951 —	42,531 14.3	3,049 —
Telecommunication Systems Business	6,466 9.7	789 —	7,803 10.3	1,692 —	6,999 9.7	1,123 —	6,956 8.4	1,491 —	14,270 10.0	2,482 —	21,269 9.9	3,605 —	13,955 9.0	2,615 —	28,225 9.5	5,097 —
Distribution Systems Business	10,533 15.8	922 —	11,694 15.4	1,410 —	10,952 15.2	1,353 —	11,800 14.2	1,749 —	22,228 15.6	2,332 —	33,181 15.5	3,686 —	22,753 14.7	3,102 —	44,981 15.1	5,435 —
Financial Systems Business	14,135 21.2	1,271 —	15,270 20.1	1,595 —	14,964 20.8	1,641 —	16,460 19.8	2,675 —	29,405 20.6	2,867 —	44,369 20.7	4,508 —	31,424 20.3	4,316 —	60,829 20.4	7,183 —
Business Solutions	4,245 6.4	-264 —	4,460 5.9	100 —	4,377 6.1	233 —	5,309 6.4	734 —	8,706 6.1	-163 —	13,083 6.1	69 —	9,686 6.2	967 —	18,392 6.2	804 —
Business Services	7,910 11.9	161 —	8,444 11.1	794 —	8,573 11.9	676 —	8,804 10.6	493 —	16,355 11.5	956 —	24,928 11.6	1,632 —	17,377 11.2	1,169 —	33,732 11.3	2,125 —
IT Platform Solutions	12,359 18.6	258 —	16,304 21.5	1,585 —	14,358 20.0	621 —	21,768 26.2	2,708 —	28,664 20.1	1,843 —	43,022 20.1	2,465 —	36,126 23.3	3,330 —	64,790 21.8	5,173 —
Prepaid Card Business	910 1.4	116 —	862 1.1	94 —	819 1.1	40 —	785 0.9	14 —	1,773 1.2	211 —	2,592 1.2	252 —	1,604 1.0	55 —	3,378 1.1	267 —
Others	185 0.3	34 —	192 0.3	99 —	191 0.3	103 —	200 0.2	87 —	378 0.3	134 —	569 0.3	238 —	392 0.3	190 —	770 0.3	325 —
Adjustment	—	-313	—	-306	—	-321	—	-516	—	-620	—	-941	—	-838	—	-1,458
Total	66,569 100.0	3,279 —	75,954 100.0	7,862 —	71,950 100.0	6,081 —	83,158 100.0	10,779 —	142,524 100.0	11,141 —	214,474 100.0	17,223 —	155,109 100.0	16,861 —	297,633 100.0	28,003 —

Increase/Decrease Upper: Amount Lower: Rate	Q1	
	External sales Composition (%)	Operating income
Manufacturing Systems Business	-369 -3.8	19 6.4
Telecommunication Systems Business	-312 -4.8	147 18.7
Distribution Systems Business	745 7.1	551 59.8
Financial Systems Business	1,443 10.2	303 23.9
Business Solutions	544 12.8	488 —
Business Services	699 8.8	118 73.6
IT Platform Solutions	4,795 38.8	659 255.5
Prepaid Card Business	-97 -10.7	-25 -21.8
Others	8 4.6	-17 -49.3
Adjustment	—	-84
Total	7,456 11.2	2,161 65.9

\*We have made amendment of previous year's data to enable a fair comparison with this year's data under realigned reported segments.

\*\*Adjustments for operating income have been made in unallocated general corporate expenses and others.

**VII External Sales and Operating Income by Reported Segment - Quarterly trends (ii)**

Figures of IT management businesses of all the Segments are aggregated and separately displayed as "IT Management Segment"

(Millions of yen)

FY2015	Q1	
	External sales Composition (%)	Operating income
	6,016	276
Manufacturing Systems Business	8.1	—
	4,841	692
Telecommunication Systems Business	6.5	—
	7,886	1,312
Distribution Systems Business	10.7	—
	14,231	1,516
Financial Systems Business	19.2	—
	4,789	220
Business Solutions	6.5	—
	8,610	279
Business Services	11.6	—
	17,155	912
IT Platform Solutions	23.2	—
	9,488	520
IT Management	12.8	—
	812	91
Prepaid Card	1.1	—
	194	17
Others	0.3	—
	—	-398
Adjustment	—	—
	74,026	5,440
Total	100.0	—

FY2014	Q1		Q2		Q3		Q4	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	6,254	169	7,314	514	7,011	411	7,202	972
Manufacturing Systems Business	9.4	—	9.6	—	9.7	—	8.7	—
	5,110	504	6,489	1,295	5,715	823	5,546	1,018
Telecommunication Systems Business	7.7	—	8.5	—	7.9	—	6.7	—
	7,440	558	7,956	937	7,533	925	8,210	1,184
Distribution Systems Business	11.2	—	10.5	—	—	—	9.9	—
	12,787	1,188	13,913	1,462	13,634	1,521	15,080	2,495
Financial Systems Business	19.2	—	18.3	—	18.9	—	18.1	—
	4,245	-270	4,460	86	4,377	223	5,309	713
Business Solutions	6.4	—	5.9	—	6.1	—	6.4	—
	7,910	159	8,444	791	8,573	673	8,804	488
Business Services	11.9	—	11.1	—	11.9	—	10.6	—
	12,359	251	16,304	1,573	14,358	611	21,768	2,689
IT Platform Solutions	18.6	—	21.5	—	20.0	—	26.2	—
	9,365	879	10,014	1,313	9,736	1,071	10,250	1,633
IT Management	14.1	—	13.2	—	13.5	—	12.3	—
	910	116	862	94	819	40	785	13
Prepaid Card	1.4	—	1.1	—	1.1	—	0.9	—
	185	34	192	99	191	103	200	87
Others	0.3	—	0.3	—	0.3	—	0.2	—
	—	-313	—	-306	—	-321	—	-516
Adjustment	—	—	—	—	—	—	—	—
	66,569	3,279	75,954	7,862	71,950	6,081	83,158	10,779
Total	100.0	—	100.0	—	100.0	—	100.0	—

1st half		Q3 total		2nd half		Total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
13,569	684	20,580	1,095	14,213	1,383	27,782	2,067
9.5	—	9.6	—	9.2	—	9.3	—
11,599	1,799	17,314	2,623	11,261	1,842	22,861	3,642
8.1	—	8.1	—	7.3	—	7.7	—
15,397	1,496	22,931	2,421	15,744	2,109	31,141	3,605
10.8	—	10.7	—	10.2	—	10.5	—
26,701	2,651	40,335	4,172	28,715	4,016	55,416	6,667
18.7	—	18.8	—	18.5	—	18.6	—
8,706	-183	13,083	39	9,686	937	18,392	753
6.1	—	6.1	—	6.2	—	6.2	—
16,355	951	24,928	1,624	17,377	1,161	33,732	2,112
11.5	—	11.6	—	11.2	—	11.3	—
28,664	1,824	43,022	2,435	36,126	3,300	64,790	5,125
20.1	—	20.1	—	23.3	—	21.8	—
19,379	2,192	29,116	3,264	19,986	2,704	39,366	4,897
13.6	—	13.6	—	12.9	—	13.2	—
1,773	210	2,592	251	1,604	54	3,378	265
1.2	—	1.2	—	1.0	—	1.1	—
378	134	569	238	392	190	770	325
0.3	—	0.3	—	0.3	—	0.3	—
—	-620	—	-941	—	-838	—	-1,458
—	—	—	—	—	—	—	—
142,524	11,141	214,474	17,223	155,109	16,861	297,633	28,003
100.0	—	100.0	—	100.0	—	100.0	—

Increase/Decrease Upper: Amount Lower: Rate	Q1	
	External sales Composition (%)	Operating income
	-237	106
Manufacturing Systems Business	-3.8	63.0
	-269	187
Telecommunication Systems Business	-5.3	37.2
	446	753
Distribution Systems Business	6.0	134.8
	1,443	327
Financial Systems Business	11.3	27.6
	544	491
Business Solutions	12.8	—
	699	119
Business Services	8.8	74.8
	4,795	661
IT Platform Solutions	38.8	262.8
	122	-359
IT Management	1.3	-40.8
	-97	-25
Prepaid Card	-10.7	-21.7
	8	-17
Others	4.6	-49.3
	—	-84
Adjustment	—	—
	7,456	2,161
Total	11.2	65.9

\*We have made amendment of previous year's data in page 6 and 7 (business performance by reported segment) to enable a fair comparison with this year's data under realigned reported segments.

\*\*Adjustments for operating income have been made in unallocated general corporate expenses and others.

### VIII Amount of incoming orders and backlog by segment

(Millions of yen)

System development		Q1	Q2	Q3	Q4	total
FY2015	Incoming Orders	32,265				
	Backlog	27,555				
FY2014	Incoming Orders	32,367	30,961	25,935	31,944	121,207
	Backlog	25,545	25,942	23,047	23,635	23,635
Increase/Decrease	Incoming Orders	-102				
	Backlog	2,010				

System maintenance and operation/Services		Q1	Q2	Q3	Q4	total
FY2015	Incoming Orders	25,902				
	Backlog	71,332				
FY2014	Incoming Orders	28,249	25,239	22,938	41,983	118,409
	Backlog	67,959	65,657	60,800	74,157	74,157
Increase/Decrease	Incoming Orders	-2,347				
	Backlog	3,373				

Packaged software/hardware sales		Q1	Q2	Q3	Q4	total
FY2015	Incoming Orders	20,857				
	Backlog	12,967				
FY2014	Incoming Orders	14,383	15,488	17,272	20,064	67,208
	Backlog	9,311	7,813	10,579	8,252	8,252
Increase/Decrease	Incoming Orders	6,474				
	Backlog	3,656				

Total		Q1	Q2	Q3	Q4	total
FY2015	Incoming Orders	79,024				
	Backlog	111,854				
FY2014	Incoming Orders	74,999	71,688	66,145	93,991	306,823
	Backlog	102,816	99,413	94,426	106,044	106,044
Increase/Decrease	Incoming Orders	4,025				
	Backlog	9,038				

### IX Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	Apr.2014-Jun.2014		Apr.2015-Jun.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	3,713	5.6	3,770	5.1	57	1.5
<b>Sumitomo Group Companies</b>	15,465	23.2	19,936	26.9	4,471	28.9

\*Sumitomo Group includes Sumitomo Corporation and its Group Companies

## X Quarterly trends

(Millions of yen)

Figures in " %" columns show percentage out of quarterly sales.

FY2015	Q1 ( 2015.4~6 )	
	Amount	%
Net Sales	74,026	100.0
Cost of Sales	56,746	76.7
Gross Profit	17,280	23.3
S.G.&A. Expenses	11,839	16.0
Operating Income	5,440	7.3
Ordinary Income	5,830	7.9
Income Before Income Taxes	5,466	7.4
Profit Attributable to Owners Parent	4,395	5.9

【Forecast】 1st half ( 2015.4~9 )	
Amount	%
153,000	100.0

【Forecast】 Total ( 2015.4~2016.3 )	
Amount	%
310,000	100.0
235,500	76.0
74,500	24.0
45,500	14.7
29,000	9.4
30,000	9.7

13,000	8.5
13,500	8.8

10,500	6.9
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22,000	7.1
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FY2014	Q1 ( 2014.4~6 )		Q2 ( 2014.7~9 )		Q3 ( 2014.10~12 )		Q4 ( 2015.1~3 )	
	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	66,569	100.0	75,954	100.0	71,950	100.0	83,158	100.0
Cost of Sales	51,925	78.0	57,155	75.2	54,709	76.0	61,373	73.8
Gross Profit	14,644	22.0	18,798	24.8	17,241	24.0	21,785	26.2
S.G.&A. Expenses	11,365	17.1	10,936	14.4	11,159	15.5	11,005	13.2
Operating Income	3,279	4.9	7,862	10.4	6,081	8.5	10,779	13.0
Ordinary Income	3,644	5.5	8,246	10.9	6,429	8.9	12,346	14.8
Income Before Income Taxes	3,109	4.7	8,102	10.7	4,204	5.8	11,055	13.3
Profit Attributable to Owners Parent	3,013	4.5	6,222	8.2	3,831	5.3	2,571	3.1

1st half ( 2014.4~9 )		Q3 total ( 2014.4~12 )		2nd half ( 2014.10~2015.3 )		Total ( 2014.4~2015.3 )	
Amount	%	Amount	%	Amount	%	Amount	%
142,524	100.0	214,474	100.0	155,109	100.0	297,633	100.0
109,080	76.5	163,790	76.4	116,083	74.8	225,163	75.7
33,443	23.5	50,684	23.6	39,026	25.2	72,469	24.3
22,301	15.6	33,460	15.6	22,165	14.3	44,466	14.9
11,141	7.8	17,223	8.0	16,861	10.9	28,003	9.4
11,891	8.3	18,321	8.5	18,776	12.1	30,667	10.3
11,211	7.9	15,415	7.2	15,259	9.8	26,471	8.9
9,235	6.5	13,066	6.1	6,402	4.1	15,638	5.3

Increase / Decrease	Q1	
	Amount	%
Net Sales	7,456	11.2
Cost of Sales	4,821	9.3
Gross Profit	2,635	18.0
S.G.&A. Expenses	474	4.2
Operating Income	2,161	65.9
Ordinary Income	2,185	60.0
Income Before Income Taxes	2,356	75.8
Profit Attributable to Owners Parent	1,382	45.9