

# Consolidated Results of Operation for 2<sup>nd</sup> Quarter of Fiscal Year Ending March 2016

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## Consolidated Financial Results of Operation for 2<sup>nd</sup> Quarter

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# (1) Consolidated Statements of Income

(Millions of yen)

	Apr. 2014- Sept. 2014	Apr. 2015- Sept. 2015	Increase/Decrease	
			Amount	Change (%)
<b>Net Sales</b>	142,524	<b>154,812</b>	12,288	8.6%
<b>Gross Profit</b>	33,443	<b>36,773</b>	3,329	10.0%
(Gross Profit Margin)	(23.5%)	(23.8%)		
<b>SG&amp;A Expenses</b>	22,301	<b>22,846</b>	544	2.4%
<b>Operating Income</b>	11,141	<b>13,926</b>	2,785	25.0%
(Operating Income Margin)	(7.8%)	(9.0%)		
<b>Ordinary Income</b>	11,891	<b>14,780</b>	2,889	24.3%
Profit attributable to owners of parent	9,235	<b>11,004</b>	1,768	19.2%

## (2) Sales Comparison by Segment

(Millions of yen)

	Apr. 2014-Sept. 2014	Apr. 2015-Sept. 2015	Increase/Decrease	
			Amount	Change (%)
<b>System Development</b>	57,657 (40.5%)	59,291 (38.3%)	1,633	2.8%
<b>System Maintenance and Operation/ Services</b>	54,299 (38.1%)	58,095 (37.5%)	3,796	7.0%
<b>Packaged Software/ Hardware Sales</b>	28,794 (20.2%)	35,886 (23.2%)	7,092	24.6%
<b>Prepaid Card</b>	1,773 (1.2%)	1,539 (1.0%)	-233	-13.2%
<b>Total</b>	142,524 (100.0%)	154,812 (100.0%)	12,288	8.6%

### (3) Incoming Orders and Backlog

(Millions of yen)

		Apr. 2014- Sept. 2014	Apr. 2015- Sept. 2015	Increase/Decrease	
				Amount	Change (%)
<b>System Development</b>	Incoming orders	63,328	<b>62,773</b>	-554	-0.9%
	Backlog	25,942	<b>27,117</b>	1,175	4.5%
<b>System Maintenance and Operation/ Services</b>	Incoming orders	53,487	<b>52,745</b>	-742	-1.4%
	Backlog	65,657	<b>68,806</b>	3,149	4.8%
<b>Packaged Software /Hardware Sales</b>	Incoming orders	29,871	<b>39,057</b>	9,185	30.8%
	Backlog	7,813	<b>11,422</b>	3,609	46.2%
<b>Total</b>	Incoming orders	146,687	<b>154,575</b>	7,888	5.4%
	Backlog	99,412	<b>107,346</b>	7,933	8.0%

## (4) Sales Comparison by Customer Industry

(Millions of yen)

	Apr. 2014-Sept. 2014		Apr. 2015 –Sept. 2015		Increase/ Decrease	
	Amount	Composition	Amount	Composition	Amount	Change (%)
Manufacturers	40,996	28.8%	<b>41,302</b>	26.7%	305	0.7%
Distributors	23,630	16.6%	<b>24,034</b>	15.5%	404	1.7%
Financial Institutions	30,870	21.7%	<b>34,178</b>	22.1%	3,308	10.7%
Banks	10,790	7.6%	<b>11,036</b>	7.1%	245	2.3%
Securities Firms	3,717	2.6%	<b>5,456</b>	3.5%	1,739	46.8%
Shopping Credit/ Leasing Companies	4,831	3.4%	<b>5,541</b>	3.6%	710	14.7%
Insurance Companies	11,530	8.1%	<b>12,143</b>	7.8%	612	5.3%
Communications/ Transportation	21,754	15.3%	<b>29,197</b>	18.9%	7,442	34.2%
Utilities	1,115	0.8%	<b>1,611</b>	1.0%	495	44.4%
Services	16,616	11.7%	<b>16,677</b>	10.8%	61	0.4%
Others <sup>※</sup>	7,539	5.3%	<b>7,810</b>	5.0%	271	3.6%
<b>Total</b>	<b>142,524</b>	<b>100%</b>	<b>154,812</b>	<b>100%</b>	<b>12,288</b>	<b>8.6%</b>

※Others includes Prepaid Card Business

## (5) External Sales and Operating Income by Reported Segment

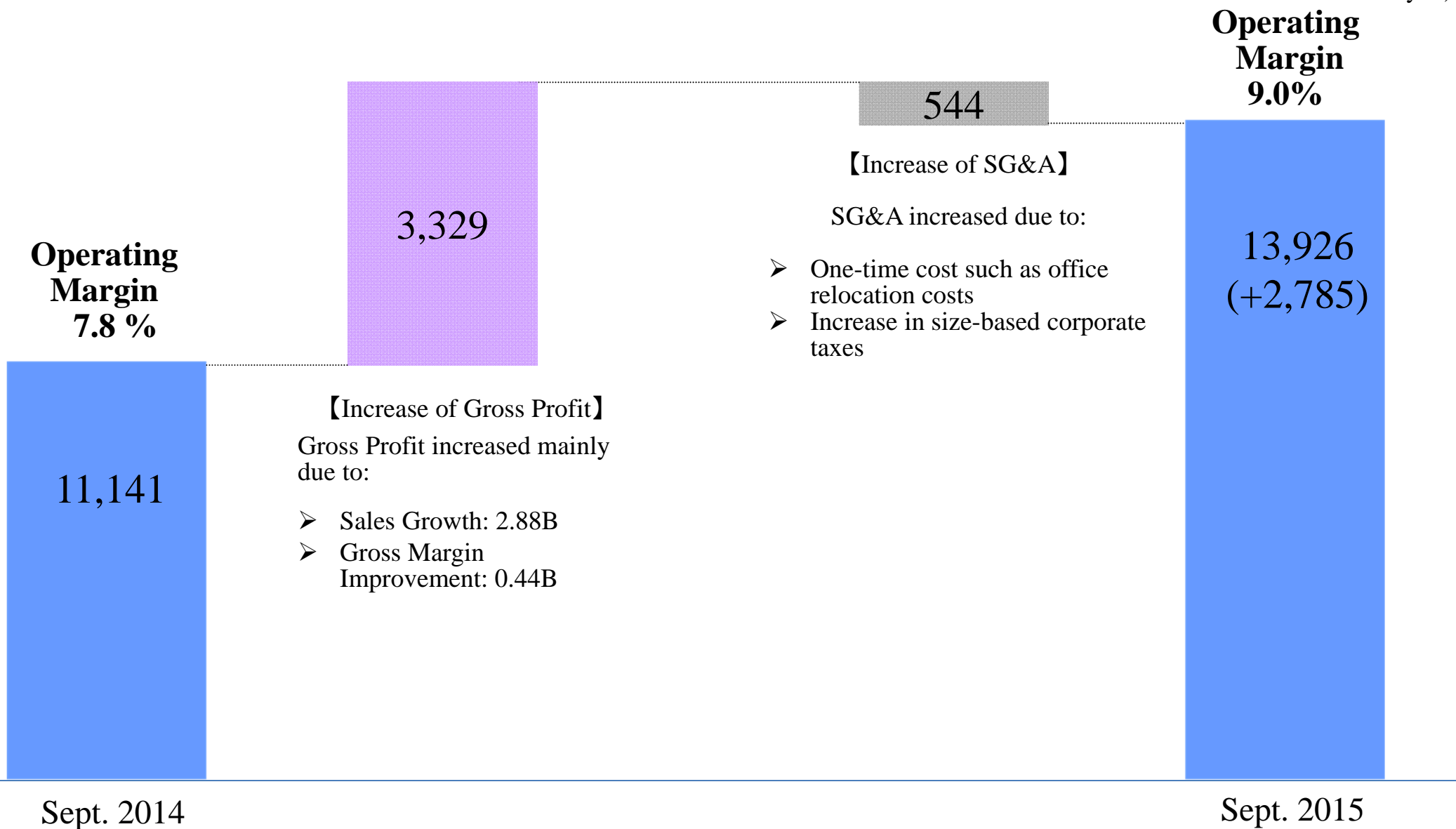
(Millions of yen)

External Sales	Manufacturing Systems	Telecommunication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr. 2015-Sept. 2015	19,733	12,225	22,747	32,909	9,498	18,337	37,428	1,539	393	—	154,812
Apr. 2014-Sept. 2014	20,743	14,270	22,228	29,405	8,706	16,355	28,664	1,773	378	—	142,524
Increase/Decrease (Amount)	-1,009	-2,044	519	3,504	791	1,982	8,764	-233	15	—	12,288
Increase/Decrease (%)	-4.9	-14.3	2.3	11.9	9.1	12.1	30.6	-13.2	4.0	—	8.6

Operating Income	Manufacturing Systems	Telecommunication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr. 2015-Sept. 2015	1,157	1,977	3,044	3,844	621	1,055	2,759	136	109	-777	13,926
Apr. 2014-Sept. 2014	1,097	2,482	2,332	2,867	△163	956	1,843	211	134	-620	11,141
Increase/Decrease (Amount)	59	-504	711	977	785	99	915	-75	-25	-157	2,785
Increase/Decrease (%)	5.4	-20.3	30.5	34.1	—	10.4	49.7	-35.6	-19.0	—	25.0

# (6) Operating Income Analysis

(Millions of yen)

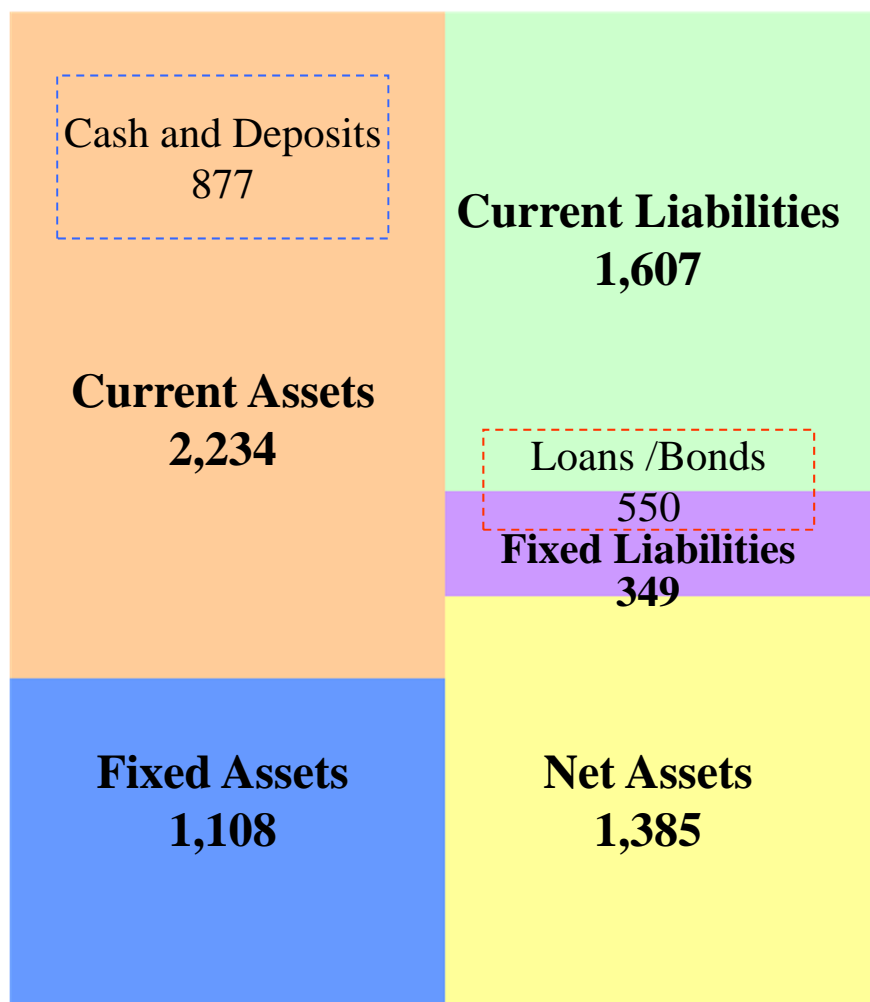




# (7) Consolidated Balance Sheet

**As of March 31, 2015**

**Total Assets 3,342**

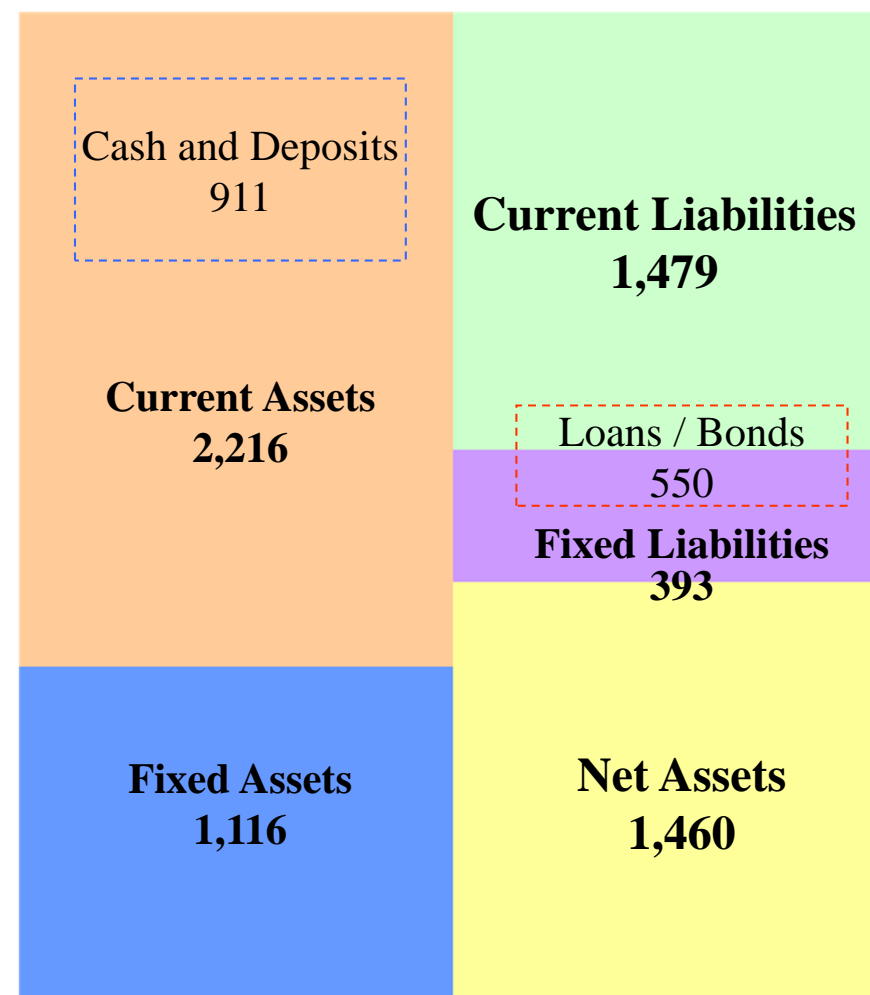


Equity Ratio 39.6%  
BPS JPY 1,276.37

**As of September 30, 2015**

**Total Assets 3,333**

(100 Million yen)



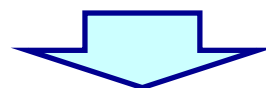
Equity Ratio 42.0%  
BPS JPY 1,349.83

# (8) Revisions to Financial Forecasts for FY2015

Figured displayed with % are year-on-year rate of increase/decrease, i.e.,  
Apr. 2015 - Mar. 2016 vs. Apr. 2014 – Mar. 2015

## ■ Forecasts at the beginning of the Period

Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
JPY / M	%	JPY / M	%	JPY / M	%	JPY / M	%
<b>310,000</b>	<b>4.2</b>	<b>29,000</b>	<b>3.6</b>	<b>30,000</b>	<b>-2.2</b>	<b>22,000</b>	<b>40.7</b>



## ■ Revised forecasts

Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
JPY / M	%	JPY / M	%	JPY / M	%	JPY / M	%
<b><u>315,000</u></b> [+5,000]	<b>5.8</b>	<b><u>30,500</u></b> [+1,500]	<b>8.9</b>	<b><u>32,000</u></b> [+2,000]	<b>4.3</b>	<b><u>23,500</u></b> [+1,500]	<b>50.3</b>

### **Attention on the use of this document**

- We have made amendment of previous year's data in page 5 (Sales Comparison by Customer Industry) to reflect the revision of industry applied to some customers.
- We have made amendment of previous year's data in page 6 (External Sales and Operating Income by Reported Segment) to enable a fair comparison with this year's data under realigned reported segments.

### **Disclaimer**

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