



SCSK Corporation  
Supplementary Information (Data Book)  
2015/4/1-2015/12/31

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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		Q2		Q3	
		Amount	%	Amount	%	Amount	%
2016/3	Net Sales	74,026	100.0	80,785	100.0	80,403	100.0
	System Development	28,345	38.3	30,946	38.3	31,592	39.3
	System maintenance and operation/ Services	28,727	38.8	29,368	36.4	29,954	37.3
	Packaged Software/ Hardware Sales	16,141	21.8	19,744	24.4	18,033	22.4
	Prepaid Card Business	812	1.1	726	0.9	824	1.0

		1st half		Q3 total	
		Amount	%	Amount	%
		154,812	100.0	235,216	100.0
		59,291	38.3	90,883	38.6
		58,095	37.5	88,049	37.4
		35,886	23.2	53,919	22.9
		1,539	1.0	2,363	1.0

		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	%	Amount	%	Amount	%
Increase /Decrease	Net Sales	7,456	11.2	4,831	6.4	8,453	11.7
	System Development	1,252	4.6	381	1.2	2,762	9.6
	System maintenance and operation/ Services	1,968	7.4	1,827	6.6	2,158	7.8
	Packaged Software/ Hardware Sales	4,333	36.7	2,758	16.2	3,526	24.3
	Prepaid Card Business	-97	-10.7	-136	-15.8	4	0.6

		Amount	%	Amount	%
		12,288	8.6	20,741	9.7
		1,633	2.8	4,396	5.1
		3,796	7.0	5,955	7.3
		7,092	24.6	10,619	24.5
		-233	-13.2	-229	-8.8

## II Sales by customer industry

(Millions of yen)

	Apr.2014-Dec.2014		Apr.2015-Dec.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	61,567	28.7	63,407	27.0	1,839	3.0
Distributors	35,121	16.4	36,465	15.5	1,344	3.8
Financial Institutions	46,392	21.6	53,273	22.6	6,881	14.8
Banks	16,482	7.7	17,169	7.3	687	4.2
Securities Firms	5,766	2.7	8,651	3.7	2,885	50.0
Shopping Credit/ Leasing Companies	7,144	3.3	8,516	3.6	1,371	19.2
Insurance Companies	16,999	7.9	18,936	8.1	1,936	11.4
Communications/Transportation	34,067	15.9	43,368	18.4	9,301	27.3
Utilities	1,546	0.7	2,431	1.0	884	57.2
Services	24,538	11.4	24,824	10.6	285	1.2
Others	11,241	5.2	11,444	4.9	203	1.8
Total	214,474	100.0	235,216	100.0	20,741	9.7

\*"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-Dec.2014		Apr.2015-Dec.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	22,518	26.0	21,620	23.8	-897	-4.0
Distributors	9,159	10.6	8,973	9.9	-185	-2.0
Financial Institutions	33,896	39.2	39,687	43.7	5,791	17.1
Banks	12,126	14.0	12,852	14.1	725	6.0
Securities Firms	4,224	4.9	6,996	7.7	2,772	65.6
Shopping Credit/ Leasing Companies	3,859	4.5	4,261	4.7	402	10.4
Insurance Companies	13,685	15.8	15,577	17.1	1,891	13.8
Communications/Transportation	11,150	12.9	9,930	10.9	-1,219	-10.9
Utilities	1,219	1.4	1,738	1.9	518	42.5
Services	6,248	7.2	6,570	7.2	322	5.2
Others	2,295	2.7	2,361	2.6	66	2.9
Total	86,486	100.0	90,883	100.0	4,396	5.1

\* 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-Dec.2014		Apr.2015-Dec.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	27,481	33.5	30,008	34.1	2,527	9.2
Distributors	17,296	21.1	18,718	21.3	1,422	8.2
Financial Institutions	10,388	12.7	11,106	12.6	717	6.9
Banks	3,614	4.4	3,609	4.1	-5	-0.1
Securities Firms	1,374	1.7	1,474	1.7	100	7.3
Shopping Credit/ Leasing Companies	2,699	3.3	2,964	3.4	265	9.8
Insurance Companies	2,700	3.3	3,056	3.5	356	13.2
Communications/Transportation	11,376	13.9	11,494	13.1	118	1.0
Utilities	224	0.3	311	0.4	86	38.6
Services	12,912	15.7	13,326	15.1	414	3.2
Others	2,414	2.9	3,083	3.5	668	27.7
Total	82,094	100.0	88,049	100.0	5,955	7.3

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

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

(Millions of yen)

	Apr.2014-Dec.2014		Apr.2015-Dec.2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	11,568	26.7	11,778	21.8	209	1.8
Distributors	8,665	20.0	8,773	16.3	107	1.2
Financial Institutions	2,107	4.9	2,480	4.6	372	17.7
Banks	740	1.7	708	1.3	-32	-4.4
Securities Firms	167	0.4	179	0.3	12	7.7
Shopping Credit/ Leasing Companies	585	1.4	1,289	2.4	704	120.2
Insurance Companies	613	1.4	301	0.6	-311	-50.8
Communications/Transportation	11,540	26.7	21,943	40.7	10,403	90.1
Utilities	102	0.2	381	0.7	279	273.4
Services	5,378	12.4	4,927	9.1	-451	-8.4
Others	3,938	9.1	3,635	6.7	-302	-7.7
Total	43,300	100.0	53,919	100.0	10,619	24.5

\* 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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	9,453	322	10,280	835	9,977	844
Manufacturing Systems Business	12.8	—	12.7	—	12.4	—
	6,154	937	6,071	1,039	6,404	1,145
Telecommunication Systems Business	8.3	—	7.5	—	8.0	—
	11,278	1,473	11,468	1,570	11,757	1,652
Distribution Systems Business	15.2	—	14.2	—	14.6	—
	15,578	1,575	17,331	2,268	18,512	2,795
Financial Systems Business	21.0	—	21.5	—	23.0	—
	4,789	223	4,708	397	4,700	349
Business Solutions	6.5	—	5.8	—	5.8	—
	8,610	280	9,727	775	10,386	987
Business Services	11.6	—	12.0	—	12.9	—
	17,155	917	20,273	1,842	17,649	955
IT Platform Solutions	23.2	—	25.1	—	22.0	—
	812	91	726	45	824	38
Prepaid Card Business	1.1	—	0.9	—	1.0	—
	194	17	198	91	191	105
Others	0.3	—	0.2	—	0.2	—
	—	-398	—	-379	—	-397
Adjustment	—	—	—	—	—	—
	74,026	5,440	80,785	8,486	80,403	8,476
Total	100.0	—	100.0	—	100.0	—

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
19,733	1,157	29,711	2,001
12.7	—	12.6	—
12,225	1,977	18,630	3,122
7.9	—	7.9	—
22,747	3,044	34,505	4,697
14.7	—	14.7	—
32,909	3,844	51,421	6,639
21.3	—	21.9	—
9,498	621	14,198	970
6.1	—	6.0	—
18,337	1,055	28,723	2,042
11.8	—	12.2	—
37,428	2,759	55,078	3,715
24.2	—	23.4	—
1,539	136	2,363	174
1.0	—	1.0	—
393	109	584	214
0.3	—	0.2	—
—	-777	—	-1,175
—	—	—	—
154,812	13,926	235,216	22,403
100.0	—	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
	9,823	302	10,920	795	10,713	609	11,073	1,341
Manufacturing Systems Business	14.8	—	14.4	—	14.9	—	13.3	—
	6,466	789	7,803	1,692	6,999	1,123	6,956	1,491
Telecommunication Systems Business	9.7	—	10.3	—	9.7	—	8.4	—
	10,533	922	11,694	1,410	10,952	1,353	11,800	1,749
Distribution Systems Business	15.8	—	15.4	—	15.2	—	14.2	—
	14,135	1,271	15,270	1,595	14,964	1,641	16,460	2,675
Financial Systems Business	21.2	—	20.1	—	20.8	—	19.8	—
	4,245	-264	4,460	100	4,377	233	5,309	734
Business Solutions	6.4	—	5.9	—	6.1	—	6.4	—
	7,910	161	8,444	794	8,573	676	8,804	493
Business Services	11.9	—	11.1	—	11.9	—	10.6	—
	12,359	258	16,304	1,585	14,358	621	21,768	2,708
IT Platform Solutions	18.6	—	21.5	—	20.0	—	26.2	—
	910	116	862	94	819	40	785	14
Prepaid Card Business	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
20,743	1,097	31,457	1,707	21,787	1,951	42,531	3,049
14.6	—	14.7	—	14.0	—	14.3	—
14,270	2,482	21,269	3,605	13,955	2,615	28,225	5,097
10.0	—	9.9	—	9.0	—	9.5	—
22,228	2,332	33,181	3,686	22,753	3,102	44,981	5,435
15.6	—	15.5	—	14.7	—	15.1	—
29,405	2,867	44,369	4,508	31,424	4,316	60,829	7,183
20.6	—	20.7	—	20.3	—	20.4	—
8,706	-163	13,083	69	9,686	967	18,392	804
6.1	—	6.1	—	6.2	—	6.2	—
16,355	956	24,928	1,632	17,377	1,169	33,732	2,125
11.5	—	11.6	—	11.2	—	11.3	—
28,664	1,843	43,022	2,465	36,126	3,330	64,790	5,173
20.1	—	20.1	—	23.3	—	21.8	—
1,773	211	2,592	252	1,604	55	3,378	267
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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
	-369	19	-639	40	-736	235
Manufacturing Systems Business	-3.8	6.4	-5.9	4.0	-6.9	38.6
	-312	147	-1,732	-652	-594	22
Telecommunication Systems Business	-4.8	18.7	-22.2	-38.5	-8.5	2.0
	745	551	-225	160	805	299
Distribution Systems Business	7.1	59.8	-1.9	11.4	7.4	22.1
	1,443	303	2,060	673	3,547	1,154
Financial Systems Business	10.2	23.9	13.5	42.2	23.7	70.3
	544	488	247	296	323	115
Business Solutions	12.8	—	5.5	294.9	7.4	49.6
	699	118	1,283	-19	1,812	311
Business Services	8.8	73.6	15.2	-2.5	21.1	46.0
	4,795	659	3,968	256	3,291	333
IT Platform Solutions	38.8	255.5	24.3	16.2	22.9	53.7
	-97	-25	-136	-49	4	-2
Prepaid Card Business	-10.7	-21.8	-15.8	-52.6	0.6	-6.5
	8	-17	6	-8	-0	1
Others	4.6	-49.3	3.4	-8.4	-0.0	1.9
	—	-84	—	-72	—	-75
Adjustment	—	—	—	—	—	—
	7,456	2,161	4,831	624	8,453	2,394
Total	11.2	65.9	6.4	7.9	11.7	39.4

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
-1,009	59	-1,746	294
-4.9	5.4	-5.6	17.2
-2,044	-504	-2,639	-482
-14.3	-20.3	-12.4	-13.4
519	711	1,324	1,010
2.3	30.5	4.0	27.4
3,504	977	7,051	2,131
11.9	34.1	15.9	47.3
791	785	1,114	900
9.1	—	8.5	13.9 times
1,982	99	3,794	410
12.1	10.4	15.2	25.1
8,764	915	12,055	1,249
30.6	49.7	28.0	50.7
-233	-75	-229	-77
-13.2	-35.6	-8.8	-30.9
15	-25	15	-23
4.0	-19.0	2.7	-9.9
—	-157	—	-233
—	—	—	—
12,288	2,785	20,741	5,180
8.6	25.0	9.7	30.1

\*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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
Manufacturing Systems Business	6,016	276	6,689	679	6,421	629
	8.1	—	8.3	—	8.0	—
	4,841	692	4,861	775	5,141	854
Telecommunication Systems Business	6.5	—	6.0	—	6.4	—
	7,886	1,312	8,074	1,155	8,477	1,182
Distribution Systems Business	10.7	—	10.0	—	10.5	—
	14,231	1,516	15,741	2,148	17,059	2,642
Financial Systems Business	19.2	—	19.5	—	21.2	—
	4,789	220	4,708	392	4,700	340
Business Solutions	6.5	—	5.8	—	5.8	—
	8,610	279	9,727	773	10,386	984
Business Services	11.6	—	12.0	—	12.9	—
	17,155	912	20,273	1,837	17,649	947
IT Platform Solutions	23.2	—	25.1	—	22.0	—
	9,488	520	9,784	966	9,552	1,149
IT Management	12.8	—	12.1	—	11.9	—
	812	91	726	44	824	37
Prepaid Card	1.1	—	0.9	—	1.0	—
	194	17	198	91	191	105
Others	0.3	—	0.2	—	0.2	—
	—	-398	—	-379	—	-397
Adjustment	—	—	—	—	—	—
	74,026	5,440	80,785	8,486	80,403	8,476
Total	100.0	—	100.0	—	100.0	—

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
12,706	956	19,128	1,585
8.2	—	8.1	—
9,702	1,468	14,843	2,322
6.3	—	6.3	—
15,961	2,467	24,438	3,650
10.3	—	10.4	—
29,973	3,664	47,032	6,307
19.4	—	20.0	—
9,498	613	14,198	953
6.1	—	6.0	—
18,337	1,052	28,723	2,036
11.8	—	12.2	—
37,428	2,749	55,078	3,697
24.2	—	23.4	—
19,272	1,486	28,825	2,635
12.4	—	12.3	—
1,539	135	2,363	173
1.0	—	1.0	—
393	109	584	214
0.3	—	0.3	—
—	-777	—	-1,175
—	—	—	—
154,812	13,926	235,216	22,403
100.0	—	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
Manufacturing Systems Business	6,254	169	7,314	514	7,011	411	7,202	972
	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	—	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		Q2		Q3	
	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
Manufacturing Systems Business	-237	106	-625	164	-589	218
	-3.8	63.0	-8.6	32.0	-8.4	53.1
	-269	187	-1,627	-519	-573	31
Telecommunication Systems Business	-5.3	37.2	-25.1	-40.1	-10.0	3.8
	446	753	117	218	943	257
Distribution Systems Business	6.0	134.8	1.5	23.3	12.5	27.8
	1,443	327	1,828	686	3,424	1,121
Financial Systems Business	11.3	27.6	13.1	46.9	25.1	73.7
	544	491	247	305	323	117
Business Solutions	12.8	—	5.5	352.1	7.4	52.7
	699	119	1,283	-17	1,812	310
Business Services	8.8	74.8	15.2	-2.3	21.1	46.2
	4,795	661	3,968	263	3,291	336
IT Platform Solutions	38.8	262.8	24.3	16.8	22.9	55.1
	122	-359	-230	-346	-183	77
IT Management	1.3	-40.8	-2.3	-26.4	-1.9	7.2
	-97	-25	-136	-49	4	-2
Prepaid Card	-10.7	-21.7	-15.8	-52.6	0.6	-6.8
	8	-17	6	-8	-0	1
Others	4.6	-49.3	3.4	-8.4	-0	1.9
	—	-84	—	-73	—	-75
Adjustment	—	—	—	—	—	—
	7,456	2,161	4,831	624	8,453	2,394
Total	11.2	65.9	6.4	7.9	11.7	39.4

1st half		Q3 total	
External sales Composition (%)	Operating income	External sales Composition (%)	Operating income
-862	271	-1,452	490
-6.4	39.7	-7.1	44.7
-1,897	-331	-2,470	-300
-16.4	-18.4	-14.3	-11.5
563	971	1,507	1,228
3.7	64.9	6.6	50.8
3,272	1,013	6,697	2,135
12.3	38.2	16.6	51.2
791	796	1,114	914
9.1	—	8.5	24.2 times
1,982	101	3,794	412
12.1	10.7	15.2	25.4
8,764	925	12,055	1,261
30.6	50.7	28.0	51.8
-107	-705	-291	-628
-0.6	-32.2	-1.0	-19.2
-233	-74	-229	-77
-13.2	-35.6	-8.8	-30.9
15	-25	15	-23
4.0	-19.0	2.7	-9.9
—	-157	—	-233
—	—	—	—
12,288	2,785	20,741	5,180
8.6	25.0	9.7	30.1

\*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	Q3 Total	Total
FY2015	Incoming Orders	32,264	30,509	29,326		92,100	
	Backlog	27,554	27,117	24,852		24,852	
FY2014	Incoming Orders	32,366	30,961	25,934	31,943	89,262	121,206
	Backlog	25,545	25,942	23,047	23,635	23,047	23,635
Increase/Decrease	Incoming Orders	-101	-452	3,392		2,837	
	Backlog	2,009	1,175	1,804		1,804	
System maintenance and operation/Services		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2015	Incoming Orders	25,902	26,843	25,513		78,258	
	Backlog	71,331	68,806	64,365		64,365	
FY2014	Incoming Orders	28,249	25,238	22,938	41,982	76,426	118,409
	Backlog	67,958	65,657	60,799	74,156	60,799	74,156
Increase/Decrease	Incoming Orders	-2,347	1,604	2,574		1,831	
	Backlog	3,372	3,149	3,565		3,565	
Packaged software/hardware sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2015	Incoming Orders	20,857	18,199	17,474		56,531	
	Backlog	12,967	11,422	10,863		10,863	
FY2014	Incoming Orders	14,383	15,488	17,272	20,064	47,143	67,207
	Backlog	9,311	7,813	10,579	8,251	10,579	8,251
Increase/Decrease	Incoming Orders	6,474	2,711	201		9,387	
	Backlog	3,656	3,609	283		283	
Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2015	Incoming Orders	79,024	75,551	72,314		226,890	
	Backlog	111,853	107,346	100,080		100,080	
FY2014	Incoming Orders	74,999	71,688	66,145	93,990	212,832	306,823
	Backlog	102,815	99,412	94,426	106,043	94,426	106,043
Increase/Decrease	Incoming Orders	4,024	3,863	6,168		14,057	
	Backlog	9,038	7,933	5,654		5,654	

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

	Apr.2014-Dec..2014		Apr.2015-Dec. 2015		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	10,894	5.1	10,884	4.6	-10	-0.1
<b>Sumitomo Group Companies</b>	52,721	24.6	63,051	26.8	10,329	19.6

\*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)		Q2 (2015.6~9)		Q3 (2015.10~12)	
	Amount	%	Amount	%	Amount	%
Net Sales	74,026	100.0	80,785	100.0	80,403	100.0
Cost of Sales	56,746	76.7	61,292	75.9	60,548	75.3
Gross Profit	17,280	23.3	19,493	24.1	19,855	24.7
S.G.&A. Expenses	11,839	16.0	11,007	13.6	11,378	14.2
Operating Income	5,440	7.3	8,486	10.5	8,476	10.5
Ordinary Income	5,830	7.9	8,950	11.1	8,936	11.1
Income Before Income Taxes	5,466	7.4	8,896	11.0	8,907	11.1
Profit Attributable to Owners Parent	4,395	5.9	6,608	8.2	6,729	8.4

1st half (2015.4~9)		Q3 total (2015.4~12)		【Forecast】 Total (2015.4~2016.3)	
Amount	%	Amount	%	Amount	%
154,812	100.0	235,216	100.0	320,000	100.0
118,039	76.2	178,587	75.9	243,000	75.9
36,773	23.8	56,629	24.1	77,000	24.1
22,846	14.8	34,225	14.6	45,500	14.2
13,926	9.0	22,403	9.5	31,500	9.8
14,780	9.5	23,717	10.1	33,000	10.3
14,362	9.3	23,269	9.9		
11,004	7.1	17,734	7.5	23,500	7.3

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		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	7,456	11.2	4,831	6.4	8,453	11.7
Cost of Sales	4,821	9.3	4,136	7.2	5,838	10.7
Gross Profit	2,635	18.0	694	3.7	2,614	15.2
S.G.&A. Expenses	474	4.2	70	0.6	219	2.0
Operating Income	2,161	65.9	624	7.9	2,394	39.4
Ordinary Income	2,185	60.0	703	8.5	2,506	39.0
Income Before Income Taxes	2,356	75.8	794	9.8	4,703	111.9
Profit Attributable to Owners Parent	1,382	45.9	386	6.2	2,898	75.6

1st half		Q3 total	
Amount	%	Amount	%
12,288	8.6	20,741	9.7
8,958	8.2	14,797	9.0
3,329	10.0	5,944	11.7
544	2.4	764	2.3
2,785	25.0	5,180	30.1
2,889	24.3	5,396	29.5
3,150	28.1	7,854	50.9
1,768	19.2	4,667	35.7