

Consolidated Results of Operation for 3rd Quarter of Fiscal Year Ending March 2016

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Consolidated Financial Results of Operation for 3rd Quarter

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(1) Consolidated Statements of Income

(Millions of yen)

	Apr. 2014- Dec. 2014	Apr. 2015- Dec. 2015	Increase/Decrease	
			Amount	Change (%)
Net Sales	214,474	235,216	20,741	9.7%
Gross Profit	50,684	56,629	5,944	11.7%
(Gross Profit Margin)	(23.6%)	(24.1%)		
SG&A Expenses	33,460	34,225	764	2.3%
Operating Income	17,223	22,403	5,180	30.1%
(Operating Income Margin)	(8.0%)	(9.5%)		
Ordinary Income	18,321	23,717	5,396	29.5%
Profit attributable to owners of parent	13,066	17,734	4,667	35.7%

(2) Sales Comparison by Segment

(Millions of yen)

	Apr. 2014- Dec. 2014	Apr. 2015-Dec. 2015	Increase/Decrease	
			Amount	Change (%)
System Development	86,486 (40.3%)	90,883 (38.6%)	4,396	5.1%
System Maintenance and Operation/ Services	82,094 (38.3%)	88,049 (37.4%)	5,955	7.3%
Packaged Software/ Hardware Sales	43,300 (20.2%)	53,919 (22.9%)	10,619	24.5%
Prepaid Card	2,592 (1.2%)	2,363 (1.0%)	-229	-8.8%
Total	214,474 (100.0%)	235,216 (100.0%)	20,741	9.7%

(3) Incoming Orders and Backlog

(Millions of yen)

		Apr. 2014- Dec. 2014	Apr. 2015- Dec. 2015	Increase/Decrease	
				Amount	Change (%)
System Development	Incoming orders	89,262	92,100	2,837	3.2%
	Backlog	23,047	24,852	1,804	7.8%
System Maintenance and Operation/ Services	Incoming orders	76,426	78,258	1,831	2.4%
	Backlog	60,799	64,365	3,565	5.9%
Packaged Software /Hardware Sales	Incoming orders	47,143	56,531	9,387	19.9%
	Backlog	10,579	10,863	283	2.7%
Total	Incoming orders	212,832	226,890	14,057	6.6%
	Backlog	94,426	100,080	5,654	6.0%

(4) Sales Comparison by Customer Industry

(Millions of yen)

	Apr. 2014-Dec. 2014		Apr. 2015 –Dec. 2015		Increase/ Decrease	
	Amount	Composition	Amount	Composition	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%	235,216	100%	20,741	9.7%

※Others includes Prepaid Card Business

(5) External Sales and Operating Income by Reported Segment

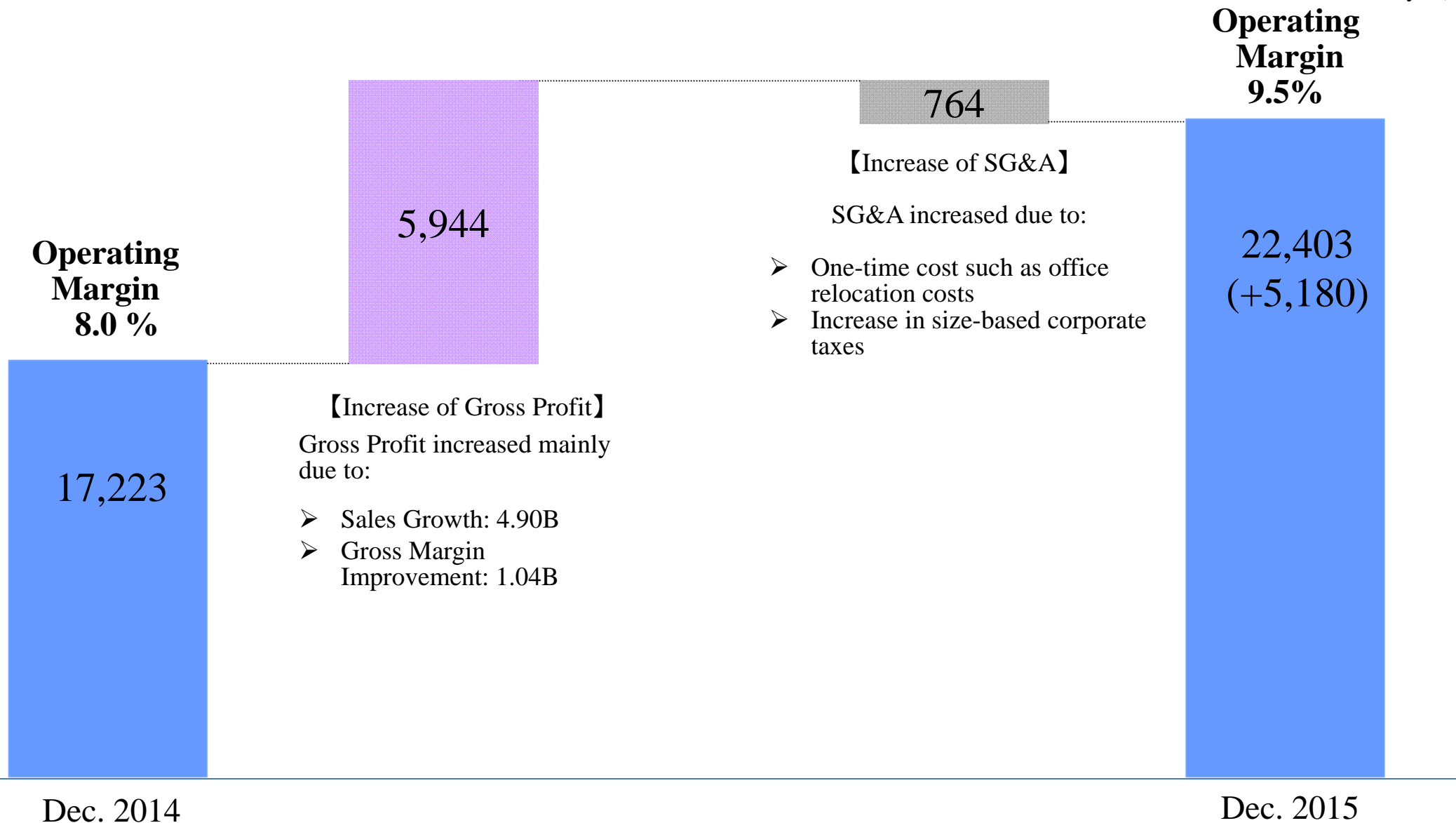
(Millions of yen)

External Sales	Manufacturing Systems	Telecommunication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr. 2015- Dec. 2015	29,711	18,630	34,505	51,421	14,198	28,723	55,078	2,363	584	—	235,216
Apr. 2014- Dec. 2014	31,457	21,269	33,181	44,369	13,083	24,928	43,022	2,592	569	—	214,474
Increase/Decrease (Amount)	-1,746	-2,639	1,324	7,051	1,114	3,794	12,055	-229	15	—	20,741
Increase/Decrease (%)	-5.6%	-12.4%	4.0%	15.9%	8.5%	15.2%	28.0%	-8.8%	2.7%	—	9.7%

Operating Income	Manufacturing Systems	Telecommunication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr. 2015- Dec. 2015	2,001	3,122	4,697	6,639	970	2,042	3,715	174	214	-1,175	22,403
Apr. 2014- Dec. 2014	1,707	3,605	3,686	4,508	69	1,632	2,465	252	238	-941	17,223
Increase/Decrease (Amount)	294	-482	1,010	2,131	900	410	1,249	-77	-23	-233	5,180
Increase/Decrease (%)	17.2%	-13.4%	27.4%	47.3%	13.9 times	25.1%	50.7%	-30.9%	-9.9%	—	30.1%

(6) Operating Income Analysis

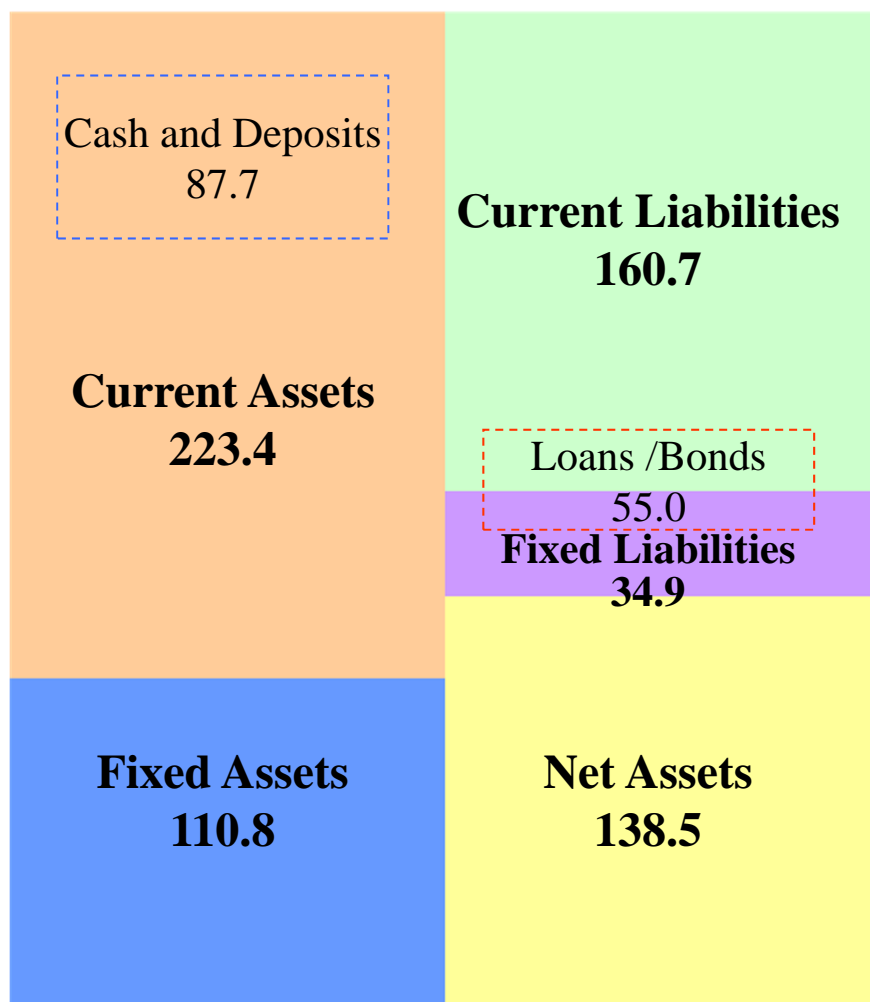
(Millions of yen)



(7) Consolidated Balance Sheet

As of March 31, 2015

Total Assets 334.2

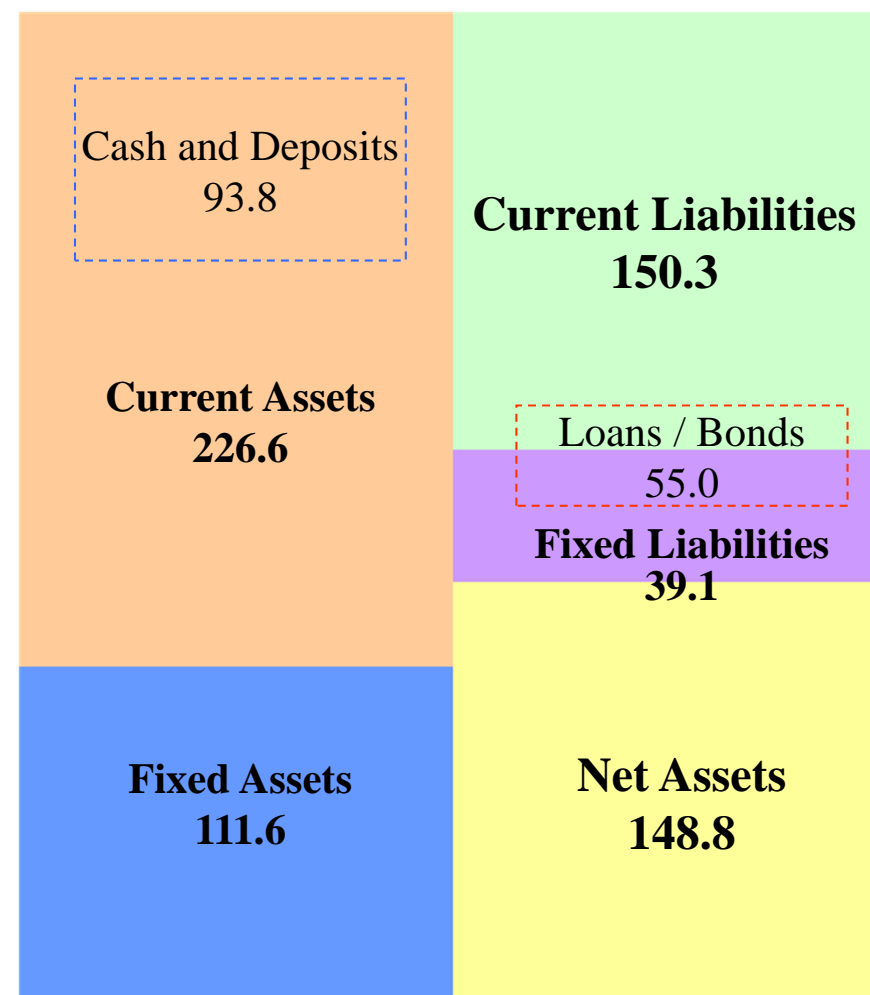


Equity Ratio 39.6%
BPS JPY 1,276.37

As of December 31, 2015

Total Assets 333.8

(Billion yen)



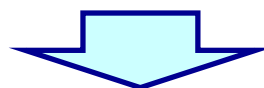
Equity Ratio 42.2%
BPS JPY 1,375.82

(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 1st Half Announcement

Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
JPY / M	%	JPY / M	%	JPY / M	%	JPY / M	%
315,000	5.8	30,500	8.9	32,000	4.3	23,500	50.3



■ Revised forecasts

Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
JPY / M	%	JPY / M	%	JPY / M	%	JPY / M	%
<u>320,000</u>	7.5	<u>31,500</u>	12.5	<u>33,000</u>	7.6	<u>23,500</u>	50.3
[+5,000]		[+1,000]		[+1,000]		[No Change]	

New Medium-Term Management Plan

Core Strategies

Shift to Service- Oriented
Businesses

Promote Strategic Businesses that
Captures the Changing Times

Second Stage of Global
Business Expansion

Strengthen Management Base

1. Seek Operational Quality

2. Improve Business Profitability

3. Enhance Operational Efficiency

4. Pleasant, safe, fulfilling place to work/
Promote health & productivity mgt.

5. Enhance Human Resource
Capabilities

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

- This data is intended to provide information about the Group's performance and business strategy and is not intended to solicit the purchase or sales of shares in Group companies.
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