

# Consolidated Results of Operation for Fiscal Year Ended March 2016

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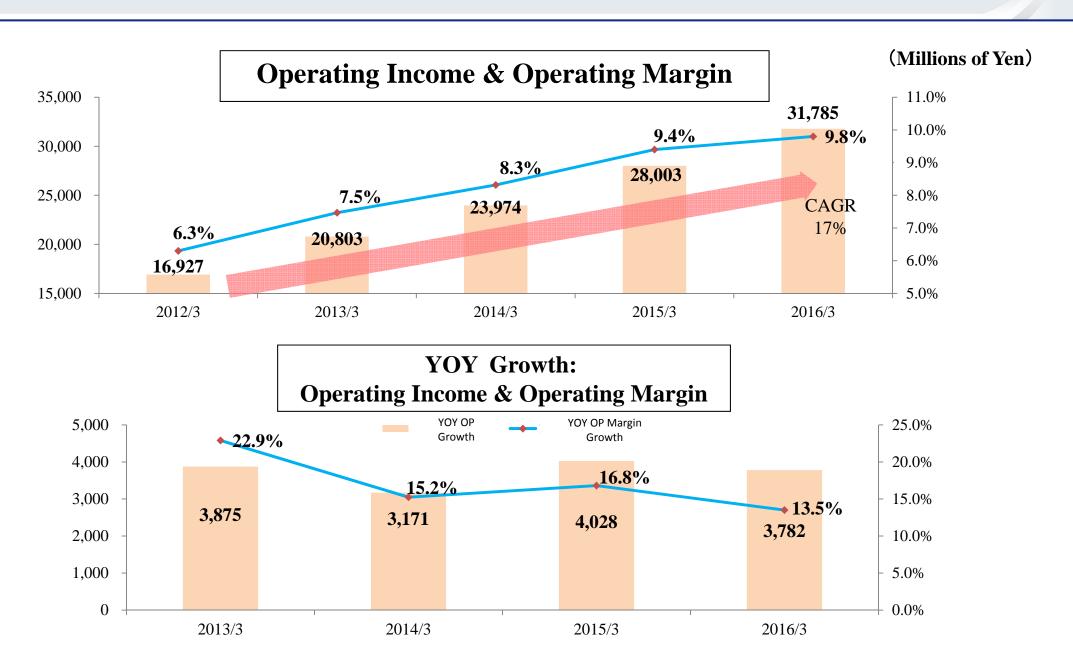
## I - (i) Consolidated States of Income



	<b>Apr. 2014</b> –	Apr.2015-	Increase	Decrease
	<b>Mar. 2015</b>	<b>Mar. 2016</b>	Amount	Change(%)
Net Sales	297,633	323,945	26,311	8.8%
Gross Profit	72,469	78,021	5,551	7.7%
(Gross Profit Margin)	(24.3%)	(24.1%)		
SG&A Expenses	44,466	46,235	1,768	4.0%
Operating Income	28,003	31,785	3,782	13.5%
(Operating Income Margin)	(9.4%)	(9.8%)		
Ordinary Income	30,667	33,610	2,942	9.6%
Profit Attributable to Owners of Parent	15,638	26,956	11,317	72.4%







## I - (iii) Sales Comparison by Segment



	Apr. 2014 –	Apr.2015-	Increase/I	Decrease
	<b>Mar. 2015</b>	<b>Mar. 2016</b>	Amount	Change(%)
System Development	117,843	124,470 (38.4%)	6,626	5.6%
System Maintenance and Operation/ Services	110,720 (37.2%)	119,170 (36.8%)	8,449	7.6%
Packaged Software /Hardware Sales	65,691	77,087 (23.8%)	11,395	17.3%
Prepaid Card	3,378	3,217	- 160	- 4.8%
Total	297,633	323,945	26,311	8.8%

## I - (iv) Incoming Orders and Backlog by Segment



		Apr. 2014 –	Apr.2015-	Increase/Decrease		
		Mar. 2015	<b>Mar. 2016</b>	Amount	Change(%)	
System	Incoming Orders	121,206	125,946	4,739	3.9%	
Development	Backlog	23,635	25,111	1,475	6.2%	
System Maintenance	Incoming Orders	118,409	122,784	4,375	3.7%	
and Operation/ Services	Backlog	74,156	77,771	3,614	4.9%	
Packaged Software	o There is a second of the sec		75,335	8,128	12.1%	
/Hardware Sales	Backlog	8,251	6,500	- 1,751	- 21.2%	
	Incoming Orders	306,823	324,066	17,243	5.6%	
Total	Backlog	106,043	109,382	3,338	3.1%	



# I - (v) Sales Comparison by Customer Industry

			Apr. 2014 – Apr.2015- Mar. 2015 Mar. 2016			Increase/D	ecrease
		Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Ma	nufacturers	84,459	28.4%	89,017	27.5%	4,557	5.4%
Dis	stributors	47,755	16.0%	49,766	15.4%	2,010	4.2%
Fin	ancial Institutions	63,403	21.3%	73,437	22.7%	10,033	15.8%
	Banks	22,255	7.5%	23,153	7.1%	898	4.0%
	Securities Firms	8,315	2.8%	11,597	3.6%	3,281	39.5%
	Shopping Credit/ Leasing Companies	9,861	3.3%	11,863	3.7%	2,002	20.3%
	Insurance Companies	22,972	7.7%	26,823	8.3%	3,851	16.8%
	mmunications/ ensportation	49,675	16.7%	57,578	17.8%	7,902	15.9%
Uti	lities	2,130	0.7%	3,725	1.2%	1,595	74.9%
Ser	rvices	33,451	11.2%	34,176	10.6%	725	2.2%
Oth	ners*	16,757	5.6%	16,242	5.0%	- 514	- 3.1%
Tot	al	297,633	100.0%	323,945	100.0%	26,311	8.8%

## I - (vi) Sales and Operating Income by Reported Segment

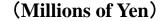


Net Sales	Manufacturi ng Systems	Telecommun -ication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr.2015- Mar. 2016	40,849	25,628	46,754	71,259	19,052	39,273	77,135	3,217	774	_	323,945
Apr. 2014 – Mar. 2015	42,531	28,225	44,981	60,829	18,392	33,732	64,790	3,378	770	-	297,633
Increase/Decrease (Amount)	- 1,681	- 2,597	1,772	10,429	659	5,540	12,345	- 160	3	-	26,311
Increase/Decrease (%)	- 4.0%	- 9.2%	3.9%	17.1%	3.6%	16.4%	19.1%	- 4.8%	0.5%	_	8.8%

Operating Income	Manufacturi ng Systems	Telecommun -ication Systems	Distribution Systems	Financial Systems	Business Solution	Business Services	Platform Solution	Prepaid Card	Others	Adjustments	Total
Apr.2015- Mar. 2016	3,220	4,471	6,321	8,386	1,592	2,839	6,314	225	313	- 1,898	31,785
Apr. 2014 – Mar. 2015	3,049	5,097	5,435	7,183	804	2,125	5,173	267	325	- 1,458	28,003
Increase/Decrease (Amount)	170	- 625	885	1,202	788	713	1,140	- 41	- 12	- 440	3,782
Increase/Decrease (%)	5.6%	- 12.3%	16.3%	16.7%	98.0%	33.6%	22.0%	- 15.6%	- 3.7%	-	13.5%

## I - (vii) Operating Income Analysis





# Operating Margin 9.8%

31,785

(+3,782)

Operating Margin 9.4 %

5,551

### [SG&A Increase]

1,768

SG&A expenses amount increased YOY due to increase in one-time costs, including office relocation costs and size-based corporate taxes.

SG&A on Sales improved due mainly to streamlining of outsoursing cost.

**Gross Profit Increase** 

Large increase in sales offset factors for gross margin deterioration including: changes of sales proportion resulting from increase in sales of HW/SW, increase of strategic investments and increase of unprofitable projects, which made gross margin flat YOY.

28,003

FY2015

## I - (viii) Consolidated Balance Sheet



(Billions of yen)



**Total Assets 334.2** 

Cash and Deposits 87.7

Current Assets 223.4

Fixed Assets 110.8

Current Liabilities 160.7

Loans /Bonds

55.0

Fixed Liabilities 34.9

Net Assets 138.5

As of March 31, 2016

**Total Assets 352.6** 

Cash and Deposits 99.8

Current Assets 238.1

Fixed Assets 114.5

Current Liabilities 156.2

Loans / Bonds 50.0 Fixed Liabilities

44.8

Net Assets 151.5

Equity Ratio 39.6% BPS JPY 1,276.37

Equity Ratio 41.2 % BPS JPY 1,401.00

## **II Financial Forecasts for FY2016**



	Apr.2015-	Apr.2016- Mar. 2017	Increase/	Decrease
	<b>Mar. 2016</b>	(Forecast)	Amount	Change(%)
Net Sales	323,945	330,000	6,054	1.9%
Gross Profit	78,021	81,500	3,478	4.5%
(Gross Profit Margin)	(24.1%)	(24.7%)		
SG&A Expenses	46,235	48,500	2,264	4.9%
Operating Income	31,785	33,000	1,214	3.8%
(Operating Income Margin)	(9.8%)	(10.0%)		
Ordinary Income	33,610	34,000	389	1.2%
Profit Attributable to Owners of Parent	26,956	25,000	- 1,956	- 7.3%

## III. Dividend Forecast for FY2016



(Millions of Yen)

	<b>Apr. 2014</b> –	or. 2014 – Apr. 2015 - Mar. 2016		
	Mar. 2015 Forecast* Actual		2017 (Forecast)	
Annual Dividend Per Share	50 yen	70 yen	75 yen	85 yen
<b>Total Dividend Amount</b>	5,200	7,280	7,801	8,842
Profit Attributable to Owners of Parent	15,638	22,000	26,956	25,000
Payout Ratio	33%	33%	29%	35%

< For Reference: Dividend Forecast on Standard Tax Rate Basis >

Profit Attributable to Owners of Parent	15,600	18,500	20,900	22,100
Payout Ratio	33%	39%	37%	40%

<sup>\*</sup> Forecast at the beginning of the period



#### Attention on the use of this document

- •We have made amendment of previous year's data in page 6 (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 7 (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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