



SCSK Corporation
Supplementary Information (Data Book)

2017/4/1-2017/12/31

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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

(Millions of yen)

FY2017	Q1		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	77,219	100.0	86,246	100.0	81,384	100.0
Systems Development	29,559	38.3	32,929	38.2	31,764	39.0
System Maintenance and Operation/ Services	31,313	40.6	32,247	37.4	32,472	39.9
Packaged Software/ Hardware Sales	15,448	20.0	20,076	23.3	16,090	19.8
Prepaid Card Business	898	1.2	993	1.2	1,056	1.3

1st half		Q3 total	
Amount	%	Amount	%
163,466	100.0	244,851	100.0
62,489	38.2	94,254	38.5
63,560	38.9	96,033	39.2
35,524	21.7	51,614	21.1
1,892	1.2	2,948	1.2

FY2016	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	90,255	100.0	157,412	100.0	239,047	100.0	171,890	100.0	329,303	100.0
Systems Development	29,735	39.5	32,222	39.3	31,314	38.4	33,778	37.4	61,957	39.4	93,272	39.0	65,093	37.9	127,051	38.6
System Maintenance and Operation/ Services	30,438	40.4	31,337	38.2	31,761	38.9	32,263	35.7	61,776	39.2	93,538	39.1	64,025	37.2	125,802	38.2
Packaged Software/ Hardware Sales	14,351	19.0	17,787	21.7	17,740	21.7	23,268	25.8	32,138	20.4	49,878	20.9	41,008	23.9	73,147	22.2
Prepaid Card Business	826	1.1	712	0.9	818	1.0	944	1.0	1,539	1.0	2,357	1.0	1,762	1.0	3,302	1.0

Increase / Decrease	Q1		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	1,866	2.5	4,186	5.1	- 249	- 0.3
Systems Development	- 176	- 0.6	707	2.2	450	1.4
System Maintenance and Operation/ Services	874	2.9	909	2.9	711	2.2
Packaged Software/ Hardware Sales	1,096	7.6	2,288	12.9	- 1,649	- 9.3
Prepaid Card Business	71	8.6	280	39.4	237	29.1

1st half		Q3 total	
Amount	%	Amount	%
6,053	3.8	5,803	2.4
531	0.9	981	1.1
1,784	2.9	2,495	2.7
3,385	10.5	1,736	3.5
352	22.9	590	25.0

* Due to the transfer of all the shares of QUO CARD Co., Ltd. as of December 1, 2017, the figures of the Company for FY2017 incorporated here are for the eight months results from April to November 2017.

II Sales by customer industry

(Millions of yen)

	FY2016 Apr.2016-Dec.2016		FY2017 Apr.2017-Dec.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	66,484	27.8	66,497	27.2	13	0.0
Distributors	37,588	15.7	39,810	16.3	2,221	5.9
Financial Institutions	55,542	23.2	55,334	22.6	- 208	- 0.4
Banks	18,661	7.8	17,479	7.1	- 1,182	- 6.3
Securities Firms	6,913	2.9	8,053	3.3	1,139	16.5
Shopping Credit/ Leasing Companies	9,440	3.9	9,593	3.9	153	1.6
Insurance Companies	20,527	8.6	20,207	8.3	- 319	- 1.6
Communications/ Transportation	38,895	16.3	41,727	17.0	2,831	7.3
Utilities	2,507	1.0	2,835	1.2	327	13.0
Services	25,186	10.5	24,805	10.1	- 380	- 1.5
Others	12,841	5.4	13,840	5.7	998	7.8
Total	239,047	100.0	244,851	100.0	5,803	2.4

* "Others" includes figures of Prepaid Card Business. Due to the transfer of all the shares of QUO CARD Co., Ltd. as of December 1, 2017, the figures of the Company for FY2017 incorporated here are for the eight months results from April to November 2017

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (System Development)

(Millions of yen)

	FY2016 Apr.2016-Dec.2016		FY2017 Apr.2017-Dec.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	22,300	23.9	23,301	24.7	1,001	4.5
Distributors	7,959	8.5	8,917	9.5	958	12.0
Financial Institutions	41,520	44.5	39,096	41.5	- 2,423	- 5.8
Banks	14,157	15.2	12,709	13.5	- 1,448	- 10.2
Securities Firms	5,043	5.4	5,324	5.6	280	5.6
Shopping Credit/ Leasing Companies	5,347	5.7	4,593	4.9	- 753	- 14.1
Insurance Companies	16,972	18.2	16,469	17.5	- 502	- 3.0
Communications/ Transportation	9,685	10.4	11,049	11.7	1,364	14.1
Utilities	1,838	2.0	1,952	2.1	114	6.2
Services	6,498	7.0	6,330	6.7	- 167	- 2.6
Others	3,469	3.7	3,603	3.8	133	3.9
Total	93,272	100.0	94,254	100.0	981	1.1

* We made a partial amendment in previously disclosed data.

IV Sales by segment & customer industry (System Maintenance and Operation/Services)

(Millions of yen)

	FY2016 Apr.2016-Dec.2016		FY2017 Apr.2017-Dec.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	32,620	34.9	31,638	32.9	- 981	- 3.0
Distributors	20,297	21.7	20,671	21.5	373	1.8
Financial Institutions	12,144	13.0	12,987	13.5	843	6.9
Banks	3,897	4.2	3,808	4.0	- 89	- 2.3
Securities Firms	1,623	1.7	1,910	2.0	286	17.7
Shopping Credit/ Leasing Companies	3,412	3.6	3,944	4.1	532	15.6
Insurance Companies	3,211	3.4	3,324	3.5	113	3.5
Communications/ Transportation	12,263	13.1	13,732	14.3	1,469	12.0
Utilities	490	0.5	496	0.5	6	1.4
Services	13,613	14.6	14,027	14.6	413	3.0
Others	2,109	2.3	2,479	2.6	370	17.6
Total	93,538	100.0	96,033	100.0	2,495	2.7

* We made a partial amendment in previously disclosed data.

V Sales by segment & customer industry (Packaged Software/Hardware Sales)

(Millions of yen)

	FY2016 Apr.2016-Dec.2016		FY2017 Apr.2017-Dec.2017		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	11,564	23.2	11,557	22.4	- 7	- 0.1
Distributors	9,332	18.7	10,221	19.8	889	9.5
Financial Institutions	1,877	3.8	3,249	6.3	1,371	73.0
Banks	606	1.2	961	1.9	355	58.5
Securities Firms	246	0.5	818	1.6	572	232.2
Shopping Credit/ Leasing Companies	680	1.4	1,055	2.0	374	55.0
Insurance Companies	343	0.7	413	0.8	69	20.3
Communications/ Transportation	16,946	34.0	16,944	32.8	- 1	- 0.0
Utilities	179	0.4	385	0.7	205	114.9
Services	5,073	10.2	4,447	8.6	- 626	- 12.3
Others	4,904	9.8	4,808	9.3	- 96	- 2.0
Total	49,878	100.0	51,614	100.0	1,736	3.5

* We made a partial amendment in previously disclosed data.

VI External Sales and Operating Profit by Reported Segment - Quarterly trends

(Millions of yen)

FY2017	Q1			Q2			Q3			1st half			Q3 total		
	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating income
Manufacturing															
Systems Business	9,265	12.0	318	10,237	11.9	1,233	10,270	12.6	1,340	19,503	11.9	1,551	29,773	12.2	2,892
Telecommunication															
Systems Business	6,403	8.3	990	6,491	7.5	1,342	6,616	8.1	1,343	12,894	7.9	2,333	19,511	8.0	3,676
Distribution Systems															
Business	11,098	14.4	940	11,648	13.5	1,626	11,733	14.4	1,603	22,747	13.9	2,566	34,480	14.1	4,170
Financial Systems															
Business	16,778	21.7	583	17,985	20.9	2,414	17,720	21.8	1,567	34,764	21.3	2,998	52,484	21.4	4,565
Business Solutions	6,053	7.8	61	6,384	7.4	340	6,478	8.0	483	12,437	7.6	401	18,916	7.7	885
Business Services															
IT Platform	10,418	13.5	393	11,162	12.9	776	11,225	13.8	998	21,581	13.2	1,169	32,807	13.4	2,167
Solutions	16,112	20.9	1,018	21,147	24.5	2,203	16,090	19.8	1,416	37,260	22.8	3,222	53,351	21.8	4,639
Others	1,088	1.4	82	1,188	1.4	85	1,249	1.5	104	2,276	1.4	168	3,526	1.4	272
Adjustment	—	—	- 498	—	—	- 639	—	—	- 565	—	—	- 1,138	—	—	- 1,704
Total	77,219	100.0	3,889	86,246	100.0	9,383	81,384	100.0	8,292	163,466	100.0	13,272	244,851	100.0	21,565

FY2016	Q1			Q2			Q3			Q4			1st half			Q3 total			2nd half			Total		
	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit	External sales	Compo sition(%)	Operating Profit
Manufacturing																								
Systems Business	9,530	12.6	835	9,685	11.8	1,019	9,926	12.2	1,096	11,053	12.2	1,317	19,215	12.2	1,854	29,141	12.2	2,951	20,979	12.2	2,414	40,194	12.2	4,269
Telecommunication																								
Systems Business	6,306	8.4	1,018	6,688	8.2	1,244	6,759	8.3	1,481	7,002	7.8	1,564	12,995	8.3	2,262	19,755	8.3	3,744	13,762	8.0	3,045	26,758	8.1	5,308
Distribution Systems																								
Business	10,894	14.5	1,328	11,507	14.0	1,894	11,405	14.0	1,665	11,983	13.3	1,715	22,402	14.2	3,222	33,808	14.1	4,888	23,389	13.6	3,381	45,792	13.9	6,603
Financial Systems																								
Business	16,976	22.5	1,925	17,980	21.9	1,727	17,165	21.0	1,648	18,420	20.4	2,067	34,957	22.2	3,653	52,122	21.8	5,301	35,586	20.7	3,716	70,543	21.4	7,369
Business Solutions	5,795	7.7	214	5,867	7.2	356	5,844	7.2	374	6,247	6.9	495	11,662	7.4	571	17,507	7.3	945	12,091	7.0	869	23,754	7.2	1,440
Business Services																								
IT Platform	10,145	13.5	567	10,685	13.0	907	10,895	13.3	984	11,085	12.3	842	20,830	13.2	1,475	31,726	13.3	2,460	21,981	12.8	1,827	42,811	13.0	3,302
Solutions	14,685	19.5	624	18,737	22.8	1,830	18,628	22.8	1,848	23,329	25.8	2,855	33,422	21.2	2,455	52,050	21.8	4,303	41,957	24.4	4,704			
Others	1,019	1.4	102	907	1.1	102	1,009	1.2	109	1,132	1.3	224	1,926	1.2	204	2,936	1.2	313	2,142	1.2	333	4,068	1.2	538
Adjustment	—	—	- 491	—	—	- 485	—	—	- 564	—	—	- 736	—	—	- 976	—	—	- 1,541	—	—	- 1,301	—	—	- 2,278
Total	75,352	100.0	6,124	82,059	100.0	8,598	81,634	100.0	8,645	90,255	100.0	10,346	157,412	100.0	14,723	239,047	100.0	23,368	171,890	100.0	18,991	329,303	100.0	33,714

Increase/Decrease	Q1				Q2				Q3				1st half				Q3 total				
	External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit		
	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	
Manufacturing																					
Systems Business	- 265	- 2.8	- 517	- 61.9	552	5.7	213	21.0	343	3.5	244	22.3	287	1.5	- 303	- 16.3	631	2.2	- 58	- 2.0	
Telecommunication																					
Systems Business	96	1.5	- 27	- 2.7	- 197	- 3.0	97	7.9	- 143	- 2.1	- 138	- 9.3	- 100	- 0.8	70	3.1	- 244	- 1.2	- 67	- 1.8	
Distribution Systems																					
Business	203	1.9	- 388	- 29.2	140	1.2	- 268	- 14.1	327	2.9	- 61	- 3.7	344	1.5	- 656	- 20.4	672	2.0	- 717	- 14.7	
Financial Systems																					
Business	- 198	- 1.2	- 1,342	- 69.7	5	0.0	687	39.8	555	3.2	- 81	- 4.9	- 193	- 0.6	- 655	- 17.9	362	0.7	- 736	- 13.9	
Business Solutions	258	4.5	- 153	- 71.4	516	8.8	- 16	- 4.7	633	10.8	109	29.1	775	6.6	- 169	- 29.7	1,408	8.0	- 60	- 6.4	
Business Services																					
IT Platform	273	2.7	- 174	- 30.7	477	4.5	- 131	- 14.5	330	3.0	13	1.4	751	3.6	- 306	- 20.8	1,081	3.4	- 292	- 11.9	
Solutions	1,427	9.7	394	63.2	2,410	12.9	373	20.4	- 2,537	- 13.6	- 432	- 23.4	3,837	11.5	767	31.3	1,300	2.5	335	7.8	
Others	69	6.8	- 19	- 19.5	280	31.0	- 16	- 16.2	240	23.8	- 5	- 4.7	350	18.2	- 36	- 17.9	590	20.1	- 41	- 13.3	
Adjustment	—	—	- 7	—	—	—	- 154	—	—	—	- 1	—	—	—	- 161	—	—	—	- 162	—	
Total	1,866	2.5	- 2,235	- 36.5	4,186	5.1	784	9.1	- 249	- 0.3	- 353	- 4.1	6,053	3.8	- 1,450	- 9.8	5,803	2.4	- 1,803	- 7.7	

* From the 3rd quarter of fiscal 2017, we have removed QUO CARD Co., Ltd. from the scope of consolidation because we have transferred of all the shares of the Company as of December 1, 2017.

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2017	Incoming Orders	30,952	33,929	32,363		97,245	
	Backlog	25,874	26,873	27,472		27,472	
FY2016	Incoming Orders	31,044	32,177	31,351	31,847	94,573	126,421
	Backlog	26,420	26,375	26,412	24,481	26,412	24,481
Increase/Decrease	Incoming Orders	- 92	1,752	1,011		2,671	
	Backlog	- 546	498	1,060		1,060	

System Maintenance and Operation/Service		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2017	Incoming Orders	27,183	24,526	25,674		77,384	
	Backlog	77,720	69,999	63,201		63,201	
FY2016	Incoming Orders	28,591	26,153	25,971	49,165	80,716	129,881
	Backlog	75,923	70,739	64,948	81,850	64,948	81,850
Increase/Decrease	Incoming Orders	- 1,408	- 1,626	- 296		- 3,331	
	Backlog	1,796	- 739	- 1,747		- 1,747	

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2017	Incoming Orders	16,935	16,946	17,520		51,402	
	Backlog	11,501	8,371	9,801		9,801	
FY2016	Incoming Orders	17,321	19,179	16,358	23,800	52,860	76,660
	Backlog	9,470	10,863	9,481	10,013	9,481	10,013
Increase/Decrease	Incoming Orders	- 386	- 2,233	1,162		- 1,457	
	Backlog	2,030	- 2,491	320		320	

Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2017	Incoming Orders	75,070	75,402	75,559		226,032	
	Backlog	115,095	105,245	100,476		100,476	
FY2016	Incoming Orders	76,958	77,510	73,681	104,814	228,149	332,964
	Backlog	111,814	107,977	100,842	116,345	100,842	116,345
Increase/Decrease	Incoming Orders	- 1,887	- 2,107	1,877		- 2,117	
	Backlog	3,280	- 2,732	- 366		- 366	

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2016		FY2017		Increase/Decrease	
	Apr.2016-Dec.2016		Apr.2017-Dec.2017		Amount	%
	Amount	%	Amount	%		
Sumitomo Corporation	10,820	4.5	11,138	4.5	317	2.9
Sumitomo Group Companies	56,946	23.8	57,955	23.7	1,008	1.8

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

FY2017	Q1		Q2		Q3	
	Apr.2017-Jun.2017		Jul.2017-Sept.2017		Oct.2017-Dec.2017	
	Amount	%	Amount	%	Amount	%
Net Sales	77,219	100.0	86,246	100.0	81,384	100.0
Cost of Sales	60,395	78.2	64,727	75.0	61,117	75.1
Gross Profit	16,824	21.8	21,519	25.0	20,267	24.9
SG & A Expenses	12,934	16.8	12,136	14.1	11,974	14.7
Operating Profit	3,889	5.0	9,383	10.9	8,292	10.2
Ordinary Profit	4,455	5.8	9,817	11.4	8,762	10.8
Profit Before Income Taxes	4,446	5.8	9,793	11.4	19,500	24.0
Profit Attributable to Owners of Parent	2,844	3.7	9,190	10.7	13,460	16.5

1st half		Q3 total	
Apr.2017-Sept.2017		Apr.2017-Dec.2017	
Amount	%	Amount	%
163,466	100.0	244,851	100.0
125,122	76.5	186,240	76.1
38,343	23.5	58,610	23.9
25,070	15.3	37,045	15.1
13,272	8.1	21,565	8.8
14,273	8.7	23,035	9.4
14,239	8.7	33,740	13.8
12,034	7.4	25,495	10.4

(Millions of yen)

【Forecast】 Total	
Apr.2017-Mar.2018	
Amount	%
340,000	100.0
257,000	75.6
83,000	24.4
49,000	14.4
34,000	10.0
35,000	10.3
33,500	9.9

FY2016	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2016-Jun.2016		Jul.2016-Sept.2016		Oct.2016-Dec.2016		Jan.2017-Mar.2017		Apr.2016-Sept.2016		Apr.2016-Dec.2016		Oct.2016-Mar.2017		Apr.2016-Mar.2017	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	75,352	100.0	82,059	100.0	81,634	100.0	90,255	100.0	157,412	100.0	239,047	100.0	171,890	100.0	329,303	100.0
Cost of Sales	57,141	75.8	61,810	75.3	61,082	74.8	67,514	74.8	118,951	75.6	180,034	75.3	128,596	74.8	247,548	75.2
Gross Profit	18,211	24.2	20,249	24.7	20,552	25.2	22,741	25.2	38,460	24.4	59,013	24.7	43,293	25.2	81,754	24.8
SG & A Expenses	12,086	16.0	11,651	14.2	11,907	14.6	12,395	13.7	23,737	15.1	35,644	14.9	24,302	14.1	48,040	14.6
Operating Profit	6,124	8.1	8,598	10.5	8,645	10.6	10,346	11.5	14,723	9.4	23,368	9.8	18,991	11.0	33,714	10.2
Ordinary Profit	6,732	8.9	9,049	11.0	9,365	11.5	10,974	12.2	15,781	10.0	25,147	10.5	20,339	11.8	36,121	11.0
Profit Before Income Taxes	6,743	8.9	8,995	11.0	9,991	12.2	10,096	11.2	15,738	10.0	25,730	10.8	20,088	11.7	35,827	10.9
Profit Attributable to Owners of Parent	7,296	9.7	5,990	7.3	6,967	8.5	8,204	9.1	13,286	8.4	20,253	8.5	15,171	8.8	28,458	8.6

Increase/Decrease	Q1		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	1,866	2.5	4,186	5.1	- 249	- 0.3
Cost of Sales	3,253	5.7	2,916	4.7	35	0.1
Gross Profit	- 1,387	- 7.6	1,270	6.3	- 285	- 1.4
SG & A Expenses	847	7.0	485	4.2	67	0.6
Operating Profit	- 2,235	- 36.5	784	9.1	- 353	- 4.1
Ordinary Profit	- 2,276	- 33.8	768	8.5	- 603	- 6.4
Profit Before Income Taxes	- 2,296	- 34.1	797	8.9	9,508	95.2
Profit Attributable to Owners of Parent	- 4,452	- 61.0	3,200	53.4	6,493	93.2

1st half		Q3 total	
Amount	%	Amount	%
6,053	3.8	5,803	2.4
6,170	5.2	6,205	3.4
- 117	- 0.3	- 402	- 0.7
1,332	5.6	1,400	3.9
- 1,450	- 9.8	- 1,803	- 7.7
- 1,508	- 9.6	- 2,112	- 8.4
- 1,499	- 9.5	8,009	31.1
- 1,252	- 9.4	5,241	25.9