



SCSK Corporation
Supplementary Information (Data Book)

2018/4/1 – 2018/6/30

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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.
- SCSK cannot be held responsible for losses resulting from information contained in this report. This report should not

I Sales by Segment

(Millions of yen)

		Q1	
FY2018		Amount	%
	Net Sales	80,166	100.0
	Systems Development	32,154	40.1
	System Maintenance and Operation/ Services	32,079	40.0
	Packaged Software/ Hardware Sales	15,933	19.9
	Prepaid Card Business	-	-

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
FY2017		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net Sales	77,219	100.0	86,246	100.0	81,384	100.0	91,803	100.0	163,466	100.0	244,851	100.0	173,188	100.0	336,654	100.0
	Systems Development	29,559	38.3	32,929	38.2	31,764	39.0	34,133	37.2	62,489	38.2	94,254	38.5	65,898	38.1	128,387	38.1
	System Maintenance and Operation/ Services	31,313	40.6	32,247	37.4	32,472	39.9	33,037	36.0	63,560	38.9	96,033	39.2	65,510	37.8	129,071	38.3
	Packaged Software/ Hardware Sales	15,448	20.0	20,076	23.3	16,090	19.8	24,632	26.8	35,524	21.7	51,614	21.1	40,723	23.5	76,247	22.6
	Prepaid Card Business	898	1.2	993	1.2	1,056	1.3	-	-	1,892	1.2	2,948	1.2	1,056	0.6	2,948	0.9

		Q1	
Increase / Decrease		Amount	%
	Net Sales	2,946	3.8
	Systems Development	2,594	8.8
	System Maintenance and Operation/ Services	765	2.4
	Packaged Software/ Hardware Sales	485	3.1
	Prepaid Card Business	- 898	-

* 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)

	FY2017 Apr.2017-Jun.2017		FY2018 Apr.2018-Jun.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	20,809	26.9	23,180	28.9	2,370	11.4
Distributors	12,863	16.7	13,914	17.4	1,051	8.2
Financial Institutions	17,670	22.9	17,737	22.1	67	0.4
Banks	5,883	7.6	5,593	7.0	- 289	- 4.9
Securities Firms	2,177	2.8	1,948	2.4	- 228	- 10.5
Shopping Credit/ Leasing Companies	2,908	3.8	2,992	3.7	84	2.9
Insurance Companies	6,701	8.7	7,202	9.0	500	7.5
Communications/ Transportation	13,444	17.4	12,885	16.1	- 558	- 4.2
Utilities	806	1.0	1,287	1.6	481	59.7
Services	7,920	10.3	7,951	9.9	31	0.4
Others	3,705	4.8	3,208	4.0	- 496	- 13.4
Total	77,219	100.0	80,166	100.0	2,946	3.8

* "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)

	FY2017 Apr.2017-Jun.2017		FY2018 Apr.2018-Jun.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	7,099	24.0	8,486	26.4	1,387	19.5
Distributors	2,572	8.7	3,553	11.1	980	38.1
Financial Institutions	12,795	43.3	12,690	39.5	- 105	- 0.8
Banks	4,450	15.1	4,150	12.9	- 300	- 6.8
Securities Firms	1,474	5.0	1,204	3.7	- 269	- 18.3
Shopping Credit/ Leasing Companies	1,408	4.8	1,563	4.9	155	11.0
Insurance Companies	5,462	18.5	5,771	18.0	309	5.7
Communications/ Transportation	3,530	11.9	3,771	11.7	241	6.8
Utilities	496	1.7	975	3.0	478	96.4
Services	1,990	6.7	1,736	5.4	- 254	- 12.8
Others	1,074	3.6	941	2.9	- 133	- 12.4
Total	29,559	100.0	32,154	100.0	2,594	8.8

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2017 Apr.2017-Jun.2017		FY2018 Apr.2018-Jun.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	10,192	32.6	10,110	31.5	- 82	- 0.8
Distributors	6,917	22.1	7,132	22.2	215	3.1
Financial Institutions	4,290	13.7	4,523	14.1	232	5.4
Banks	1,267	4.0	1,300	4.1	33	2.6
Securities Firms	605	1.9	670	2.1	65	10.8
Shopping Credit/ Leasing Companies	1,318	4.2	1,317	4.1	- 0	- 0.1
Insurance Companies	1,098	3.5	1,234	3.8	135	12.3
Communications/ Transportation	4,393	14.0	4,611	14.4	217	5.0
Utilities	168	0.5	176	0.6	8	4.8
Services	4,548	14.5	4,741	14.8	193	4.2
Others	802	2.6	782	2.4	- 20	- 2.5
Total	31,313	100.0	32,079	100.0	765	2.4

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2017 Apr.2017-Jun.2017		FY2018 Apr.2018-Jun.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	3,517	22.8	4,582	28.8	1,065	30.3
Distributors	3,373	21.8	3,228	20.3	- 144	- 4.3
Financial Institutions	584	3.8	524	3.3	- 60	- 10.3
Banks	165	1.1	142	0.9	- 22	- 13.5
Securities Firms	97	0.6	73	0.5	- 24	- 24.9
Shopping Credit/ Leasing Companies	181	1.2	111	0.7	- 69	- 38.5
Insurance Companies	140	0.9	196	1.2	56	40.0
Communications/ Transportation	5,520	35.7	4,502	28.3	- 1,017	- 18.4
Utilities	140	0.9	135	0.8	- 5	- 4.0
Services	1,381	8.9	1,474	9.3	92	6.7
Others	929	6.0	1,485	9.3	555	59.7
Total	15,448	100.0	15,933	100.0	485	3.1

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2018	Q1		
	External Sales	Compo sition(%)	Operating Profit
Telecommunication Systems Business	9,812	12.2	1,022
Distribution & Media Systems Business	13,912	17.4	1,474
Financial Systems Business	14,922	18.6	1,048
Global System Solutions & Innovation Business	3,465	4.3	552
Business Solutions	15,522	19.4	713
IT Platform Solutions	12,089	15.1	1,003
IT Management	10,232	12.8	1,019
Others	210	0.3	- 58
Adjustment	—	—	- 444
Total	80,166	100.0	6,333

FY2017	Q1		
	External Sales	Compo sition(%)	Operating Profit
Telecommunication Systems Business	8,555	11.1	444
Distribution & Media Systems Business	13,471	17.4	1,377
Financial Systems Business	15,211	19.7	420
Global System Solutions & Innovation Business	2,995	3.9	289
Business Solutions	15,015	19.4	460
IT Platform Solutions	10,883	14.1	631
IT Management	9,998	12.9	661
Others	1,088	1.4	82
Adjustment	—	—	- 477
Total	77,219	100.0	3,889

Q2		
External Sales	Compo sition(%)	Operating Profit
9,609	11.1	1,348
15,415	17.9	1,980
16,319	18.9	2,225
3,240	3.8	531
16,032	18.6	1,145
14,185	16.4	1,499
10,255	11.9	1,179
1,188	1.4	86
—	—	- 615
86,246	100.0	9,383

Q3		
External Sales	Compo sition(%)	Operating Profit
9,724	11.9	1,522
13,584	16.7	1,526
15,479	19.0	1,353
3,190	3.9	553
15,848	19.5	1,387
11,703	14.4	1,157
10,605	13.0	1,245
1,249	1.5	103
—	—	- 558
81,384	100.0	8,292

Q4		
External Sales	Compo sition(%)	Operating Profit
10,515	11.5	1,950
15,705	17.1	2,171
15,341	16.7	2,290
3,835	4.2	868
16,623	18.1	1,617
18,268	19.9	2,887
11,324	12.3	2,009
190	0.2	105
—	—	- 863
91,803	100.0	13,037

1st half		
External Sales	Compo sition(%)	Operating Profit
18,164	11.1	1,792
28,886	17.7	3,357
31,531	19.3	2,646
6,235	3.8	821
31,047	19.0	1,606
25,068	15.3	2,131
20,254	12.4	1,841
2,276	1.4	168
—	—	- 1,092
163,466	100.0	13,272

Q3 total		
External Sales	Compo sition(%)	Operating Profit
27,889	11.4	3,315
42,471	17.3	4,884
47,010	19.2	3,999
9,425	3.8	1,375
46,896	19.2	2,993
36,771	15.0	3,288
30,859	12.6	3,086
3,526	1.4	272
—	—	- 1,651
244,851	100.0	21,565

2nd half		
External Sales	Compo sition(%)	Operating Profit
20,239	11.7	3,473
29,289	16.9	3,697
30,820	17.8	3,644
7,025	4.1	1,421
32,471	18.7	3,004
29,971	17.3	4,045
21,930	12.7	3,255
1,439	0.8	209
—	—	- 1,422
173,188	100.0	21,329

Total		
External Sales	Compo sition(%)	Operating Profit
38,404	11.4	5,266
58,176	17.3	7,055
62,351	18.5	6,290
13,260	3.9	2,243
63,519	18.9	4,610
55,039	16.3	6,176
42,184	12.5	5,096
3,716	1.1	378
—	—	- 2,515
336,654	100.0	34,602

Increase/Decrease	Q1			
	External Sales		Operating Profit	
	Amount	Rate(%)	Amount	Rate(%)
Telecommunication Systems Business	1,257	14.7	578	130.1
Distribution & Media Systems Business	441	3.3	97	7.1
Financial Systems Business	- 289	- 1.9	628	149.7
Global System Solutions & Innovation Business	470	15.7	262	90.7
Business Solutions	506	3.4	253	55.0
IT Platform Solutions	1,206	11.1	372	59.0
IT Management	233	2.3	358	54.2
Others	- 877	- 80.6	- 141	- 170.8
Adjustment	—	—	32	—
Total	2,946	3.8	2,443	62.8

* From the 3rd quarter of FY 2017, we have excluded 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. Therefore, the figures for the Prepaid Card business are categorized into "Others", for the eight months results from April to November 2017.

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	36,466				
	Backlog	30,609				
FY2017	Incoming Orders	30,952	33,929	32,363	32,956	130,203
	Backlog	25,874	26,873	27,472	26,297	26,297
Increase/Decrease	Incoming Orders	5,514				
	Backlog	4,735				

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	29,591				
	Backlog	79,075				
FY2017	Incoming Orders	27,183	24,526	25,674	51,381	128,783
	Backlog	77,720	69,999	63,201	81,563	81,563
Increase/Decrease	Incoming Orders	2,408				
	Backlog	1,355				

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	18,322				
	Backlog	11,574				
FY2017	Incoming Orders	16,935	16,946	17,520	24,016	75,419
	Backlog	11,501	8,371	9,801	9,185	9,185
Increase/Decrease	Incoming Orders	1,386				
	Backlog	73				

Total		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	84,379				
	Backlog	121,259				
FY2017	Incoming Orders	75,070	75,402	75,559	108,355	334,406
	Backlog	115,095	105,245	100,476	117,046	117,046
Increase/Decrease	Incoming Orders	9,308				
	Backlog	6,164				

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2017 Apr.2017-Jun.2017		FY2018 Apr.2018-Jun.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
Sumitomo Corporation	3,724	4.8	3,883	4.8	158	4.3
Sumitomo Group Companies	18,902	24.5	19,852	24.8	949	5.0

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

FY2018	Q1		【Forecast】 1st half		【Forecast】 Total	
	Apr.2018-Jun.2018		Apr.2018-Sept.2018		Apr.2018-Mar.2019	
	Amount	%	Amount	%	Amount	%
Net Sales	80,166	100.0	165,000	100.0	345,000	100.0
Cost of Sales	60,916	76.0			259,000	75.1
Gross Profit	19,249	24.0			86,000	24.9
SG & A Expenses	12,916	16.1			49,000	14.2
Operating Profit	6,333	7.9	15,000	9.1	37,000	10.7
Ordinary Profit	6,588	8.2	15,000	9.1	37,500	10.9
Profit Before Income Taxes	6,567	8.2				
Profit Attributable to Owners of Parent	4,301	5.4	10,000	6.1	25,000	7.2

FY2017	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2017-Jun.2017		Jul.2017-Sept.2017		Oct.2017-Dec.2017		Jan.2018-Mar.2018		Apr.2017-Sept.2017		Apr.2017-Dec.2017		Oct.2017-Mar.2018		Apr.2017-Mar.2018	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	77,219	100.0	86,246	100.0	81,384	100.0	91,803	100.0	163,466	100.0	244,851	100.0	173,188	100.0	336,654	100.0
Cost of Sales	60,395	78.2	64,727	75.0	61,117	75.1	66,858	72.8	125,122	76.5	186,240	76.1	127,976	73.9	253,098	75.2
Gross Profit	16,824	21.8	21,519	25.0	20,267	24.9	24,944	27.2	38,343	23.5	58,610	23.9	45,212	26.1	83,555	24.8
SG & A Expenses	12,934	16.8	12,136	14.1	11,974	14.7	11,907	13.0	25,070	15.3	37,045	15.1	23,882	13.8	48,953	14.5
Operating Profit	3,889	5.0	9,383	10.9	8,292	10.2	13,037	14.2	13,272	8.1	21,565	8.8	21,329	12.3	34,602	10.3
Ordinary Profit	4,455	5.8	9,817	11.4	8,762	10.8	13,256	14.4	14,273	8.7	23,035	9.4	22,018	12.7	36,291	10.8
Profit Before Income Taxes	4,446	5.8	9,793	11.4	19,500	24.0	9,749	10.6	14,239	8.7	33,740	13.8	29,249	16.9	43,489	12.9
Profit Attributable to Owners of Parent	2,844	3.7	9,190	10.7	13,460	16.5	6,993	7.6	12,034	7.4	25,495	10.4	20,454	11.8	32,488	9.7

Increase/Decrease	Q1	
	Amount	%
Net Sales	2,946	3.8
Cost of Sales	521	0.9
Gross Profit	2,425	14.4
SG & A Expenses	- 17	- 0.1
Operating Profit	2,443	62.8
Ordinary Profit	2,132	47.9
Profit Before Income Taxes	2,121	47.7
Profit Attributable to Owners of Parent	1,457	51.2