



SCSK Corporation  
Supplementary Information (Data Book)

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2018/4/1 — 2018/9/30

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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	
FY2018		Amount	%	Amount	%
	Net Sales	80,166	100.0	87,257	100.0
	Systems Development	32,154	40.1	34,198	39.2
	System Maintenance and Operation/ Services	32,079	40.0	33,133	38.0
	Packaged Software/ Hardware Sales	15,933	19.9	19,926	22.8
	Prepaid Card Business	—	—	—	—

1st half	
Amount	%
167,424	100.0
66,352	39.6
65,212	39.0
35,859	21.4
—	—

		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		Q2	
Increase / Decrease		Amount	%	Amount	%
	Net Sales	2,946	3.8	1,011	1.2
	Systems Development	2,594	8.8	1,268	3.9
	System Maintenance and Operation/ Services	765	2.4	886	2.7
	Packaged Software/ Hardware Sales	485	3.1	- 150	- 0.7
	Prepaid Card Business	- 898	—	- 993	—

1st half	
Amount	%
3,957	2.4
3,863	6.2
1,651	2.6
335	0.9
- 1,892	—

\* 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-Sept.2017		FY2018 Apr.2018-Sept.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	44,250	27.1	47,665	28.5	3,415	7.7
Distributors	26,197	16.0	29,477	17.6	3,280	12.5
Financial Institutions	36,672	22.4	36,234	21.6	- 438	- 1.2
Banks	11,753	7.2	11,247	6.7	- 505	- 4.3
Securities Firms	5,590	3.4	4,126	2.5	- 1,464	- 26.2
Shopping Credit/ Leasing Companies	6,070	3.7	6,321	3.8	250	4.1
Insurance Companies	13,258	8.1	14,538	8.7	1,280	9.7
Communications/ Transportation	28,430	17.4	28,692	17.1	261	0.9
Utilities	1,872	1.1	2,801	1.7	929	49.6
Services	16,348	10.0	15,886	9.5	- 462	- 2.8
Others	9,694	5.9	6,666	4.0	- 3,027	- 31.2
Total	163,466	100.0	167,424	100.0	3,957	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 (Systems Development)

(Millions of yen)

	FY2017 Apr.2017-Sept.2017		FY2018 Apr.2018-Sept.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	15,138	24.2	17,513	26.4	2,374	15.7
Distributors	5,740	9.2	7,310	11.0	1,570	27.4
Financial Institutions	26,698	42.7	26,022	39.2	- 675	- 2.5
Banks	8,774	14.0	8,287	12.5	- 486	- 5.5
Securities Firms	4,172	6.7	2,617	3.9	- 1,555	- 37.3
Shopping Credit/ Leasing Companies	2,917	4.7	3,379	5.1	462	15.8
Insurance Companies	10,833	17.3	11,738	17.7	904	8.3
Communications/ Transportation	7,265	11.6	7,674	11.6	409	5.6
Utilities	1,197	1.9	2,237	3.4	1,039	86.8
Services	4,130	6.6	3,495	5.3	- 635	- 15.4
Others	2,318	3.7	2,098	3.2	- 220	- 9.5
Total	62,489	100.0	66,352	100.0	3,863	6.2

\* 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-Sept.2017		FY2018 Apr.2018-Sept.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	21,051	33.1	21,149	32.4	97	0.5
Distributors	13,666	21.5	14,287	21.9	621	4.5
Financial Institutions	8,653	13.6	9,143	14.0	490	5.7
Banks	2,560	4.0	2,619	4.0	59	2.3
Securities Firms	1,271	2.0	1,327	2.0	55	4.4
Shopping Credit/ Leasing Companies	2,640	4.2	2,741	4.2	100	3.8
Insurance Companies	2,180	3.4	2,455	3.8	274	12.6
Communications/ Transportation	8,966	14.1	9,255	14.2	289	3.2
Utilities	332	0.5	367	0.6	35	10.7
Services	9,258	14.6	9,352	14.3	94	1.0
Others	1,632	2.6	1,655	2.5	22	1.4
Total	63,560	100.0	65,212	100.0	1,651	2.6

\* 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-Sept.2017		FY2018 Apr.2018-Sept.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	8,060	22.7	9,002	25.1	942	11.7
Distributors	6,790	19.1	7,879	22.0	1,089	16.0
Financial Institutions	1,320	3.7	1,068	3.0	- 252	- 19.1
Banks	418	1.2	340	0.9	- 77	- 18.6
Securities Firms	146	0.4	182	0.5	35	24.4
Shopping Credit/ Leasing Companies	512	1.4	200	0.6	- 311	- 60.9
Insurance Companies	243	0.7	345	1.0	101	41.7
Communications/ Transportation	12,199	34.3	11,761	32.8	- 438	- 3.6
Utilities	342	1.0	196	0.5	- 146	- 42.7
Services	2,959	8.3	3,037	8.5	78	2.6
Others	3,851	10.8	2,913	8.1	- 937	- 24.4
Total	35,524	100.0	35,859	100.0	335	0.9

\* 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
	Manufacturing & 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

Q2		
External sales	Compo sition(%)	Operating Profit
10,307	11.8	1,541
15,437	17.7	1,630
15,465	17.7	1,810
3,749	4.3	598
17,361	19.9	1,380
13,597	15.6	1,716
11,112	12.7	1,583
225	0.3	51
—	—	- 641
87,257	100.0	9,671

1st half		
External sales	Compo sition(%)	Operating Profit
20,119	12.0	2,564
29,349	17.5	3,104
30,387	18.2	2,859
7,214	4.3	1,151
32,883	19.6	2,094
25,687	15.3	2,720
21,344	12.7	2,603
436	0.3	- 7
—	—	- 1,085
167,424	100.0	16,004

FY2017		Q1		
		External sales	Compo sition(%)	Operating Profit
	Manufacturing & 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 income
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				Q2			
		External Sales		Operating Profit		External Sales		Operating Profit	
		Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)
	Manufacturing & Telecommunication Systems Business	1,257	14.7	578	130.1	697	7.3	193	14.3
	Distribution & Media Systems Business	441	3.3	97	7.1	21	0.1	- 350	- 17.7
	Financial Systems Business	- 289	- 1.9	628	149.7	- 853	- 5.2	- 415	- 18.7
	Global System Solutions & Innovation Business	470	15.7	262	90.7	509	15.7	66	12.5
	Business Solutions	506	3.4	253	55.0	1,328	8.3	234	20.5
	IT Platform Solutions	1,206	11.1	372	59.0	- 587	- 4.1	217	14.5
	IT Management	233	2.3	358	54.2	857	8.4	403	34.2
	Others	- 877	- 80.6	- 141	- 170.8	- 962	- 81.0	- 34	- 40.3
	Adjustment	—	—	32	- 6.9	—	—	- 26	4.3
Total		2,946	3.8	2,443	62.8	1,011	1.2	288	3.1

1st half			
External Sales		Operating Profit	
Amount	Rate(%)	Amount	Rate(%)
1,954	10.8	771	43.0
462	1.6	- 252	- 7.5
- 1,143	- 3.6	213	8.1
979	15.7	329	40.1
1,835	5.9	487	30.4
618	2.5	589	27.7
1,090	5.4	762	41.4
- 1,840	- 80.8	- 176	- 104.4
—	—	6	- 0.6
3,957	2.4	2,731	20.6

\* 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)

<b>Systems Development</b>		Q1	Q2	Q3	Q4	1st half	Total
FY2018	Incoming Orders	36,466	36,163			72,630	
	Backlog	30,609	32,575			32,575	
FY2017	Incoming Orders	30,952	33,929	32,365	32,956	64,881	130,203
	Backlog	25,874	26,873	27,474	26,297	26,873	26,297
Increase/Decrease	Incoming Orders	5,514	2,234			7,748	
	Backlog	4,735	5,701			5,701	

<b>System Maintenance and Operation/Services</b>		Q1	Q2	Q3	Q4	1st half	Total
FY2018	Incoming Orders	29,591	30,284			59,875	
	Backlog	79,075	76,226			76,226	
FY2017	Incoming Orders	27,183	24,526	25,692	51,381	51,709	128,783
	Backlog	77,720	69,999	63,218	81,563	69,999	81,563
Increase/Decrease	Incoming Orders	2,408	5,757			8,165	
	Backlog	1,355	6,226			6,226	

<b>Packaged Software/Hardware Sales</b>		Q1	Q2	Q3	Q4	1st half	Total
FY2018	Incoming Orders	18,322	18,832			37,155	
	Backlog	11,574	10,481			10,481	
FY2017	Incoming Orders	16,935	16,946	17,521	24,016	33,881	75,419
	Backlog	11,501	8,371	9,801	9,185	8,371	9,185
Increase/Decrease	Incoming Orders	1,386	1,886			3,273	
	Backlog	73	2,110			2,110	

<b>Total</b>		Q1	Q2	Q3	Q4	1st half	Total
FY2018	Incoming Orders	84,379	85,281			169,660	
	Backlog	121,259	119,283			119,283	
FY2017	Incoming Orders	75,070	75,402	75,578	108,355	150,473	334,406
	Backlog	115,095	105,245	100,495	117,046	105,245	117,046
Increase/Decrease	Incoming Orders	9,308	9,878			19,187	
	Backlog	6,164	14,038			14,038	

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

(Millions of yen)

	FY2017 Apr.2017-Sept.2017		FY2018 Apr.2018-Sept.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	7,502	4.6	7,919	4.7	416	5.6
<b>Sumitomo Group Companies</b>	39,935	24.4	40,630	24.3	694	1.7

\*Sumitomo Group includes Sumitomo Corporation and its Group Companies

# IX Quarterly trends

(Millions of yen)

FY2018	Q1		Q2	
	Apr.2018-Jun.2018		Jul.2018-Sept.2018	
	Amount	%	Amount	%
Net Sales	80,166	100.0	87,257	100.0
Cost of Sales	60,916	76.0	65,289	74.8
Gross Profit	19,249	24.0	21,968	25.2
SG & A Expenses	12,916	16.1	12,297	14.1
Operating Profit	6,333	7.9	9,671	11.1
Ordinary Profit	6,588	8.2	9,775	11.2
Profit Before Income Taxes	6,567	8.2	9,761	11.2
Profit Attributable to Owners of Parent	4,301	5.4	6,535	7.5

1st half	
Apr.2018-Sept.2018	
Amount	%
167,424	100.0
126,205	75.4
41,218	24.6
25,213	15.1
16,004	9.6
16,364	9.8
16,329	9.8
10,836	6.5

【Forecasts】 Total	
Apr.2018-Mar.2019	
Amount	%
345,000	100.0
259,000	75.1
86,000	24.9
49,000	14.2
37,000	10.7
37,500	10.9

25,000	7.2
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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		Q2	
	Amount	%	Amount	%
Net Sales	2,946	3.8	1,011	1.2
Cost of Sales	521	0.9	562	0.9
Gross Profit	2,425	14.4	449	2.1
SG & A Expenses	- 17	- 0.1	160	1.3
Operating Profit	2,443	62.8	288	3.1
Ordinary Profit	2,132	47.9	- 41	- 0.4
Profit Before Income Taxes	2,121	47.7	- 31	- 0.3
Profit Attributable to Owners of Parent	1,457	51.2	- 2,655	- 28.9

1st half	
Amount	%
3,957	2.4
1,083	0.9
2,874	7.5
143	0.6
2,731	20.6
2,090	14.6
2,089	14.7
- 1,197	- 10.0

# X Financial Statements

(Millions of yen)

	From Apr.1.2017 to Sept.30.2017		From Apr.1.2018 to Sept.30.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
I Net sales	163,466	100.0	167,424	100.0	3,957	2.4
II .Cost of sales	125,122	76.5	126,205	75.4	1,083	0.9
Gross profit	38,343	23.5	41,218	24.6	2,874	7.5
III.SG & A	25,070	15.3	25,213	15.1	143	0.6
Operating profit	13,272	8.1	16,004	9.6	2,731	20.6
IV.Non-operating income	1,167	0.7	514	0.3	-653	-55.9
Interest income	36		31		-4	
Dividends income	39		37		-2	
Equity in earnings of affiliates	258		359		100	
Hoard profit of prepaid card	737		-		-737	
Other	96		86		-10	
V.Non-operating expenses	167	0.1	154	0.1	-12	-7.6
Interest expenses	65		54		-11	
Loss on sales of investment securities	1		2		0	
Bond issuance cost	48		48		-	
Other	52		49		-2	
Ordinary income	14,273	8.7	16,364	9.8	2,090	14.6
VI.Extraordinary income	2	0.0	1	0.0	-0	-21.5
Gain on sales of noncurrent assets	2		1		-0	
Gain on sales of memberships	-		0		0	
VII.Extraordinary loss	35	0.0	36	0.0	1	3.1
Loss on retirement of noncurrent assets	12		16		3	
Loss on sales of noncurrent assets	20		20		0	
Loss on sales of investment securities	-		0		0	
Loss on valuation of membership	3		-		-3	
Income before income taxes and minority interests	14,239	8.7	16,329	9.8	2,089	14.7
Income taxes - current	2,279	1.4	2,554	1.5	275	
Income taxes deferred	-410	-0.3	2,595	1.6	3,005	
Total income taxes	1,868	1.1	5,150	3.1	3,281	
Profit	12,370	7.6	11,179	6.7	-1,191	-9.6
Profit attributable to non controlling interests	336	0.2	342	0.2	5	
Profit attributable to owners of parent	12,034	7.4	10,836	6.5	-1,197	-10.0

## Cost of sales

	2017/9		2018/9		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY
Personnel expenses	39,406	39.0	40,122	39.3	715	1.8
Outsourcing expenses	46,002	45.5	46,996	46.0	993	2.2
Other expenses	15,621	15.5	15,031	14.7	-590	-3.8
Office rental and upkeep expenses	3,884	3.8	3,959	3.9	75	1.9
Depreciation	3,866	3.8	3,719	3.6	-147	-3.8
Materials expenses and others	1,190	1.2	973	1.0	-216	-18.2
Computer and related expenses	1,965	1.9	2,164	2.1	199	10.1
Communications expenses	1,210	1.2	1,229	1.2	19	1.6
Other	3,504	3.5	2,984	2.9	-520	-14.8
Total Production costs for the period	101,030	100.0	102,150	100.0	1,119	1.1
Transfer to other accounts	-1,551		-1,975		-424	27.3
Work in process Increase (-),decreaes (+)	-589		-94		495	
Manufacturing costs (1)	98,889		100,080		1,190	1.2
Merchandise costs (2)	26,232		26,125		-107	-0.4
Total Cost of sales(1) + (2)	125,122	(76.5)	126,205	(75.4)	1,083	0.9

## SG & A

	2017/9		2018/9		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY
Personnel expenses	14,323	8.8	15,025	9.0	701	4.9
Office rental	1,762	1.1	1,654	1.0	-108	-6.1
Depreciation	878	0.5	797	0.5	-81	-9.2
Outsourcing expenses	1,414	0.9	1,222	0.7	-191	-13.5
Taxes	1,589	1.0	1,573	0.9	-15	-1.0
Other	5,102	3.1	4,940	3.0	-162	-3.2
Total SG&A expenses	25,070	15.3	25,213	15.1	143	0.6

# Consolidated Balance Sheets

(Millions of yen)					
Accounting Period Accounts	2018/3/31		2018/9/30		Increase/ Decrease
	Amount	%	Amount	%	Amount
<b>【ASSETS】</b>					
Current assets					
Cash and deposits	16,456		17,892		1,435
Notes and accounts receivable - trade	66,665		60,252		-6,412
Merchandise and finished goods	5,137		5,635		497
Work in process	900		745		-155
Raw materials and supplies	49		44		-4
Deposits paid	83,340		97,935		14,595
Other	11,175		13,264		2,089
Allowance for doubtful accounts	-41		-24		17
Total current assets	183,684	60.4	195,745	62.1	12,061
Non-current assets					
Property, plant and equipment					
Buildings and structures, net	31,543		30,876		-666
Land	19,821		19,821		—
Other, net	22,099		23,694		1,595
Total property, plant and equipment	73,464	24.2	74,392	23.6	928
Intangible assets					
Goodwill	84		68		-15
Other	9,472		9,310		-162
Total intangible assets	9,556	3.1	9,379	3.0	-177
Investments and other assets					
Investment securities	10,625		12,034		1,409
Other	26,702		23,883		-2,819
Allowance for doubtful accounts	-119		-79		40
Total investments and other assets	37,209	12.2	35,838	11.4	-1,370
Total non-current assets	120,229	39.6	119,610	37.9	-619
Total assets	303,914	100.0	315,356	100.0	11,442

(Millions of yen)					
Accounting Period Accounts	2018/3/31		2018/9/30		Increase/ Decrease
	Amount	%	Amount	%	Amount
<b>【LIABILITIES】</b>					
Current liabilities					
Notes and accounts payable - trade	20,013		17,417		-2,595
Short-term loans payable	10,000		15,000		5,000
Current portion of long-term loans payable	5,000		—		-5,000
Income taxes payable	4,802		3,297		-1,505
Provision for bonuses	5,651		5,384		-267
Provision for directors' bonuses	79		27		-52
Provision for loss on construction contracts	329		279		-49
Other	24,687		24,576		-110
Total current liabilities	70,564	23.2	65,983	20.9	-4,580
Non-current liabilities					
Bonds payable	30,000		40,000		10,000
Provision for directors' retirement benefits	20		20		—
Net defined benefit liability	1,468		962		-506
Asset retirement obligations	2,391		2,447		56
Other	2,867		2,607		-260
Total non-current liabilities	36,748	12.1	46,038	14.6	9,289
Total liabilities	107,313	35.3	112,021	35.5	4,708
<b>【NET ASSETS】</b>					
Shareholders' equity					
Capital stock	21,152	7.0	21,152	6.7	—
Capital surplus	1,299	0.4	1,299	0.4	-0
Retained earnings	168,363	55.4	174,249	55.3	5,886
Treasury shares	-711	-0.2	-692	-0.2	19
Total shareholders' equity	190,104	62.6	196,009	62.2	5,905
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	2,274	0.7	2,574	0.8	300
Deferred gains or losses on hedges	-5	-0.0	21	0.0	27
Foreign currency translation adjustment	-154	-0.1	-115	-0.0	39
Remeasurements of defined benefit plans	-3,004	-1.0	-2,762	-0.9	242
Total accumulated other comprehensive income	-890	-0.3	-280	-0.1	609
Subscription rights to shares	57	0.0	42	0.0	-15
Non-controlling interests	7,329	2.4	7,563	2.4	234
Total net assets	196,600	64.7	203,334	64.5	6,733
Total liabilities and net assets	303,914	100.0	315,356	100.0	11,442

**Statements of Cash Flows(Consolidated)**

(Millions of yen)

	2018/3	2019/3	Increase/
	2017/4-2017/9	2018/4-2018/9	Decrease
	Amount	Amount	Amount
<b>I Cash flows from operating activities</b>			
Profit before income taxes	14,239	16,329	2,089
Depreciation	4,788	4,560	-228
Amortization of goodwill	34	15	-19
Increase (decrease) in allowance for doubtful accounts	-18	-57	-38
Increase (decrease) in net defined benefit liability	-464	-505	-41
Decrease (increase) in net defined benefit asset	13	—	-13
Loss on retirement of non-current assets	12	16	3
Loss (gain) on sales of non-current assets	17	18	0
Loss (gain) on sales of investment securities	1	2	0
Share of loss (profit) of entities accounted for using equity method	-258	-359	-100
Interest and dividend income	-75	-68	6
Interest expenses paid on loans and bonds	65	54	-11
Loss (gain) on investments in partnership	-40	-14	25
Decrease (increase) in investment securities for sale	2,088	—	-2,088
Decrease (increase) in notes and accounts receivable - trade	5,357	6,465	1,107
Decrease (increase) in inventories	-1,306	-327	978
Decrease (increase) in guarantee deposits	-5,846	—	5,846
Increase (decrease) in notes and accounts payable - trade	-5,170	-2,587	2,582
Increase (decrease) in deposits received of prepaid cards	197	—	-197
Other, net	263	-1,686	-1,950
Subtotal	13,902	21,853	7,951
Interest and dividend income received	159	165	5
Interest expenses paid	-80	-53	27
Income taxes (paid) refund	-1,213	-3,950	-2,737
Net cash provided by (used in) operating activities	12,768	18,014	5,246

(Millions of yen)

	2018/3	2019/3	Increase/
	2017/4-2017/9	2018/4-2018/9	Decrease
	Amount	Amount	Amount
<b>II Cash flows from investing activities</b>			
Purchase of property, plant and equipment	-5,035	-4,393	641
Proceeds from sales of property, plant and equipment	6	12	5
Purchase of intangible assets	-1,701	-1,668	33
Purchase of investment securities	-400	-885	-485
Proceeds from sales and redemption of investment securities	115	—	-115
Collection of short-term loans receivable	4	19	15
Proceeds from withdrawal of investments in partnership	—	40	40
Payments for lease and guarantee deposits	-199	-97	101
Proceeds from collection of lease and guarantee deposits	146	417	270
Other, net	-110	-134	-23
Net cash provided by (used in) investing activities	-7,174	-6,689	485
<b>III Cash flows from financing activities</b>			
Increase in short-term loans payable	10,000	15,000	5,000
Decrease in short-term loans payable	-10,000	-10,000	—
Repayments of long-term loans payable	-10,000	-5,000	5,000
Proceeds from issuance of bonds	10,000	10,000	—
Redemption of bonds	-10,000	—	10,000
Repayments of lease obligations	-345	-329	16
Purchase of treasury shares	-7	-6	0
Proceeds from sales of treasury shares	0	0	0
Cash dividends paid	-4,941	-4,941	-0
Dividends paid to non-controlling interests	-102	-109	-7
Net cash provided by (used in) financing activities	-15,397	4,613	20,010
<b>IV Effect of exchange rate change on cash and cash equivalents</b>	-38	21	60
<b>V Net increase (decrease) in cash and cash equivalents</b>	-9,841	15,960	25,802
<b>VI Cash and cash equivalents at beginning of period</b>	123,935	99,797	-24,137
<b>VII Increase in cash and cash equivalents from newly consolidated subsidiary</b>	—	70	70
<b>VIII Cash and cash equivalents at end of period</b>	114,093	115,828	1,734

## Financial Data

### I Results of Operations and Forecasts (Consolidated)

(Millions of yen)

	2015/9		2016/9		2017/9		2018/9		2018/3		2019/3 (Forecast)	
	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%
Sales	154,812 (8.6)	100.0	157,412 (1.7)	100.0	163,466 (3.8)	100.0	167,424 (2.4)	100.0	336,654 (2.2)	100.0	345,000 (2.5)	100.0
Systems Development	59,291 (2.8)	38.3	61,957 (4.5)	39.4	62,489 (0.9)	38.2	66,352 (6.2)	39.6	128,387 (1.1)	38.1	-	-
System Maintenance and Operation/Services	58,095 (7.0)	37.5	61,776 (6.3)	39.2	63,560 (2.9)	38.9	65,212 (2.6)	39.0	129,071 (2.6)	38.3	-	-
Packaged Software/ Hardware Sales	35,886 (24.6)	23.2	32,138 (- 10.4)	20.4	35,524 (10.5)	21.7	35,859 (0.9)	21.4	76,247 4.2	22.6	-	-
Prepaid Card Business	1,539 (- 13.2)	1.0	1,539 (0.0)	1.0	1,892 (22.9)	1.2	- -	-	2,948 (- 10.7)	0.9	-	-
Cost of Sales	118,039 (8.2)	76.2	118,951 (0.8)	75.6	125,122 (5.2)	76.5	126,205 (0.9)	75.4	253,098 (2.2)	75.2	259,000 (2.3)	75.1
Gross Profit	36,773 (10.0)	23.8	38,460 (4.6)	24.4	38,343 (- 0.3)	23.5	41,218 (7.5)	24.6	83,555 (2.2)	24.8	86,000 (2.9)	24.9
SG&A Expenses	22,846 (2.4)	14.8	23,737 (3.9)	15.1	25,070 (5.6)	15.3	25,213 (0.6)	15.1	48,953 (1.9)	14.5	49,000 (0.1)	14.2
Operating Profit	13,926 (25.0)	9.0	14,723 (5.7)	9.4	13,272 (- 9.8)	8.1	16,004 (20.6)	9.6	34,602 (2.6)	10.3	37,000 (6.9)	10.7
Ordinary Profit	14,780 (24.3)	9.5	15,781 (6.8)	10.0	14,273 (- 9.6)	8.7	16,364 (14.6)	9.8	36,291 (0.5)	10.8	37,500 (3.3)	10.9
Profit Attributable to Owners of Parent	11,004 (19.2)	7.1	13,286 (20.7)	8.4	12,034 (- 9.4)	7.4	10,836 (- 10.0)	6.5	32,488 (14.2)	9.7	25,000 (23.1)	7.2
Sales Per Employee (JPY in thousands)	13,128		13,195		13,432		13,621		27,928		-	
Ordinary Income Per Employee (JPY in thousands)	1,253		1,322		1,172		1,331		3,010		-	
Number of Employees	11,792		11,929		12,169		12,291		12,054		-	

\* 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 BPS, EPS and other key financial indicators (Consolidated)

(Millions of yen)

	2016/9		2017/9		2018/9		2018/3		2019/3 (Forecasts)	
	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)
Capital Stock	21,152	-	21,152	-	21,152	-	21,152	-	-	-
Net Assets	160,259	5.7%	181,122	4.3%	203,334	3.4%	196,600	13.2%	-	-
Total Assets	355,153	0.7%	382,877	-1.7%	315,356	3.8%	303,914	-22.0%	-	-
Number of Shares Outstanding	107,986,403		107,986,403		104,181,803		104,181,803		-	
Average number of Shares Outstanding	103,801,670		103,812,288		103,826,009		103,813,610		-	
BPS (Net Asset per share ) (JPY)	1,482.30		1,677.16		1,885.09		1,822.54		-	
EPS (Earnings per share) (JPY)	128.00		115.93		104.38		312.95		240.80	
Equity Ratio (%)	43.3%		45.5%		62.1%		62.3%		-	
ROE (Return on Equity) (%)	-		-		-		18.2%		-	
Cash Dividends per share (JPY)	-		-		-		95.00		100.00	
Interim Dividends per share (JPY)	42.50		47.50		50.00		47.50		50.00	
PER (Price Earning Ratio) (times)	-		-		-		14.7		-	
Stock Prices (yen)	4,075		4,775		5,370		4,595		-	
Payout Ratio (%)	-		-		-		30%		42%	
Consolidated /Non-consolidated (times)	1.05		1.00		1.08		1.02		-	

### Ⅲ Capital expenditure, depreciation & amortization, R&D expenses(Consolidated)

(Millions of yen)

	Actual				Forecasts
	(2015/4～2015/9) 2015/9	(2016/4～2016/9) 2016/9	(2017/4～2017/9) 2017/9	(2018/4～2018/9) 2018/9	(2018/4～2019/3) 2019/3
Capital Expenditure (tangible)	4,867	6,605	5,096	3,672	12,000
Capital Expenditure (software/other)	1,840	2,693	1,812	1,586	5,000
Depreciation (tangible)	2,589	2,771	2,815	2,866	6,000
Amortization (software/other)	1,250	1,395	1,958	1,693	5,000
Total	3,840	4,167	4,773	4,560	11,000
R&D Expenses	39	137	188	335	500



IV Group companies	Number of Employees*
SCSK Corporation	7,368

【Consolidated Subsidiaries】	Equity Ownership	Main Businesses	Number of Employees* <sup>1</sup>
SCSK KYUSHU CORPORATION	100.0%	Software development and Information Processing	111
SCSK HOKKAIDO CORPORATION	100.0%	Software development and Information Processing	139
SCSK USA Inc.	100.0%	Software development and Information Processing	85
SCSK Europe Ltd.	100.0%	Software development and Information Processing	72
SCSK Shanghai Ltd.	100.0%	Software development and Information Processing	55
SCSK Asia Pacific Pte. Ltd.	100.0%	Software development and Information Processing	48
JIEC Co., Ltd.	69.5%	Software development	826
WinTechnology Corporation	100.0%	Software development	125
SCSK ServiceWare Corporation	100.0%	BPO	1,829
VeriServe Corporation	55.6%	Verification Services	772
SCSK PRESCENDO CORPORATION	82.6%	BPO	57
Allied Engineering Corporation	100.0%	Consulting, Packaged software development and sales	49
CSI SOLUTIONS Corporation	100.0%	IT Management business	144
SCSK Nearshore Systems Corporation	100.0%	Software development and System Maintenance	275
VA Linux Systems Japan K.K.	100.0%	Research and solution for Linux-based technologies	17
SCSK SYSTEM MANAGEMENT CORPORATION	100.0%	IT Management business	299
SDC Corporation	50.1%	Network services	20
Total Number of employees (consolidated)			12,291

【Affiliates (consolidated) under the equity method of accounting】

ARGO GRAPHICS Inc.	21.8%	PLM Solutions Business
Asian Frontier Co.,LTD	48.6%	Consulting Service, Advanced Technology Solution

\* Number of employees listed above include those who have been dispatched from SCSK

## V Customers

Type of Business	Customers		
Manufacturing	<ul style="list-style-type: none"> <li>Toyota Motor Corporation</li> <li>Fuji Xerox Co., Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>Nippon Suisan Kaisha, Ltd.</li> <li>Honda Motor Co., Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>Panasonic Corporation</li> </ul>
Distribution	<ul style="list-style-type: none"> <li>Sumitomo Corporation</li> </ul>	<ul style="list-style-type: none"> <li>CO-OP NET.</li> </ul>	
Financial Institution	<ul style="list-style-type: none"> <li>MS&amp;AD Insurance Group Holdings, Inc.</li> <li>Nippon Life Insurance Company</li> <li>Sumitomo Mitsui Financial Group, Inc.</li> </ul>	<ul style="list-style-type: none"> <li>Sumitomo Mitsui Trust Bank, Limited</li> <li>Matsui Securities Co., Ltd.</li> <li>MUFG Bank, Ltd.</li> </ul>	<ul style="list-style-type: none"> <li>Sompo Japan Nipponkoa Insurance Inc.</li> <li>Mizuho Financial Group, Inc.</li> </ul>
Communication and Transportation	<ul style="list-style-type: none"> <li>KDDI CORPORATION</li> <li>SoftBank Corp.</li> </ul>	<ul style="list-style-type: none"> <li>Jupiter Telecommunications Co., Ltd.</li> <li>NIPPON TELEGRAPH AND TELEPHONE CORPORATION</li> </ul>	

\*Listed in no particular order