



SCSK Corporation
Supplementary Information (Data Book)

2018/4/1 — 2018/12/31

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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)

FY2018	Q1		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	80,166	100.0	87,257	100.0	88,493	100.0
Systems Development	32,154	40.1	34,198	39.2	35,935	40.6
System Maintenance and Operation/ Services	32,079	40.0	33,133	38.0	33,758	38.1
Packaged Software/ Hardware Sales	15,933	19.9	19,926	22.8	18,799	21.2
Prepaid Card Business	—	—	—	—	—	—

1st half		Q3 total	
Amount	%	Amount	%
167,424	100.0	255,917	100.0
66,352	39.6	102,288	40.0
65,212	39.0	98,970	38.7
35,859	21.4	54,659	21.4
—	—	—	—

FY2017	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	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

Increase / Decrease	Q1		Q2		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	2,946	3.8	1,011	1.2	7,108	8.7
Systems Development	2,594	8.8	1,268	3.9	4,170	13.1
System Maintenance and Operation/ Services	765	2.4	886	2.7	1,285	4.0
Packaged Software/ Hardware Sales	485	3.1	- 150	- 0.7	2,709	16.8
Prepaid Card Business	- 898	—	- 993	—	- 1,056	—

1st half		Q3 total	
Amount	%	Amount	%
3,957	2.4	11,066	4.5
3,863	6.2	8,034	8.5
1,651	2.6	2,936	3.1
335	0.9	3,044	5.9
- 1,892	—	- 2,948	—

* 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-Dec.2017		FY2018 Apr.2018-Dec.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	66,457	27.1	71,905	28.1	5,448	8.2
Distributors	39,877	16.3	44,228	17.3	4,350	10.9
Financial Institutions	55,361	22.6	56,462	22.1	1,101	2.0
Banks	17,479	7.1	17,461	6.8	- 17	- 0.1
Securities Firms	8,054	3.3	6,342	2.5	- 1,711	- 21.3
Shopping Credit/ Leasing Companies	9,620	3.9	10,287	4.0	666	6.9
Insurance Companies	20,207	8.3	22,371	8.7	2,163	10.7
Communications/ Transportation	41,701	17.0	43,904	17.2	2,202	5.3
Utilities	2,835	1.2	4,513	1.8	1,678	59.2
Services	24,620	10.1	24,518	9.6	- 102	- 0.4
Others	13,996	5.7	10,384	4.1	- 3,612	- 25.8
Total	244,851	100.0	255,917	100.0	11,066	4.5

* "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-Dec.2017		FY2018 Apr.2018-Dec.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	23,381	24.8	26,931	26.3	3,550	15.2
Distributors	8,979	9.5	11,354	11.1	2,375	26.5
Financial Institutions	39,096	41.5	40,347	39.4	1,250	3.2
Banks	12,709	13.5	12,653	12.4	- 55	- 0.4
Securities Firms	5,324	5.6	4,088	4.0	- 1,235	- 23.2
Shopping Credit/ Leasing Companies	4,593	4.9	5,479	5.4	885	19.3
Insurance Companies	16,469	17.5	18,126	17.7	1,656	10.1
Communications/ Transportation	11,047	11.7	11,355	11.1	308	2.8
Utilities	1,953	2.1	3,683	3.6	1,730	88.6
Services	6,182	6.6	5,424	5.3	- 758	- 12.3
Others	3,613	3.8	3,191	3.1	- 421	- 11.7
Total	94,254	100.0	102,288	100.0	8,034	8.5

* 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-Dec.2017		FY2018 Apr.2018-Dec.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	31,484	32.8	31,834	32.2	350	1.1
Distributors	20,677	21.5	21,743	22.0	1,065	5.2
Financial Institutions	12,998	13.5	13,831	14.0	832	6.4
Banks	3,808	4.0	4,024	4.1	216	5.7
Securities Firms	1,910	2.0	1,953	2.0	42	2.2
Shopping Credit/ Leasing Companies	3,955	4.1	4,079	4.1	124	3.2
Insurance Companies	3,324	3.5	3,772	3.8	448	13.5
Communications/ Transportation	13,711	14.3	13,981	14.1	269	2.0
Utilities	497	0.5	563	0.6	66	13.4
Services	14,044	14.6	14,352	14.5	308	2.2
Others	2,619	2.7	2,664	2.7	44	1.7
Total	96,033	100.0	98,970	100.0	2,936	3.1

* 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-Dec.2017		FY2018 Apr.2018-Dec.2018		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	11,591	22.5	13,139	24.0	1,547	13.4
Distributors	10,220	19.8	11,130	20.4	910	8.9
Financial Institutions	3,265	6.3	2,284	4.2	- 981	- 30.1
Banks	961	1.9	783	1.4	- 178	- 18.5
Securities Firms	818	1.6	299	0.5	- 518	- 63.4
Shopping Credit/ Leasing Companies	1,071	2.1	728	1.3	- 343	- 32.1
Insurance Companies	413	0.8	472	0.9	58	14.2
Communications/ Transportation	16,943	32.8	18,568	34.0	1,625	9.6
Utilities	385	0.7	266	0.5	- 118	- 30.8
Services	4,393	8.5	4,741	8.7	348	7.9
Others	4,815	9.3	4,528	8.3	- 286	- 6.0
Total	51,614	100.0	54,659	100.0	3,044	5.9

* 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

Q3		
External sales	Compo sition(%)	Operating Profit
11,227	12.7	1,938
15,257	17.2	1,319
16,272	18.4	2,063
4,006	4.5	737
17,218	19.5	1,857
12,869	14.5	1,397
11,503	13.0	1,675
138	0.2	19
-	-	- 517
88,493	100.0	10,491

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

Q3 total		
External sales	Compo sition(%)	Operating income
31,347	12.2	4,502
44,606	17.4	4,424
46,660	18.2	4,922
11,220	4.4	1,888
50,101	19.6	3,951
38,557	15.1	4,118
32,848	12.8	4,278
574	0.2	12
-	-	- 1,602
255,917	100.0	26,496

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	1,499
15,479	19.0	1,353
3,190	3.9	553
15,848	19.5	1,414
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	2,162
15,341	16.7	2,290
3,835	4.2	868
16,623	18.1	1,625
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	4,857
47,010	19.2	3,999
9,425	3.8	1,375
46,896	19.2	3,020
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	3,662
30,820	17.8	3,644
7,025	4.1	1,421
32,471	18.7	3,039
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	7,019
62,351	18.5	6,290
13,260	3.9	2,243
63,519	18.9	4,645
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				Q3			
	External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit	
	Amount	Rate(%)	Amount	Rate(%)	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	1,503	15.5	415	27.3
Distribution & Media Systems Business	441	3.3	97	7.1	21	0.1	- 350	- 17.7	1,673	12.3	- 179	- 12.0
Financial Systems Business	- 289	- 1.9	628	149.7	- 853	- 5.2	- 415	- 18.7	793	5.1	709	52.4
Global System Solutions & Innovation Business	470	15.7	262	90.7	509	15.7	66	12.5	815	25.6	184	33.3
Business Solutions	506	3.4	253	55.0	1,328	8.3	234	20.5	1,369	8.6	442	31.3
IT Platform Solutions	1,206	11.1	372	59.0	- 587	- 4.1	217	14.5	1,166	10.0	240	20.8
IT Management	233	2.3	358	54.2	857	8.4	403	34.2	897	8.5	429	34.5
Others	- 877	- 80.6	- 141	- 170.8	- 962	- 81.0	- 34	- 40.3	- 1,111	- 88.9	- 84	- 81.1
Adjustment	-	-	32	- 6.9	-	-	- 26	4.3	-	-	41	- 7.5
Total	2,946	3.8	2,443	62.8	1,011	1.2	288	3.1	7,108	8.7	2,199	26.5

1st half				Q3 total			
External Sales		Operating Profit		External Sales		Operating Profit	
Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)
1,954	10.8	771	43.0	3,458	12.4	1,186	35.8
462	1.6	- 252	- 7.5	2,135	5.0	- 432	- 8.9
- 1,143	- 3.6	213	8.1	- 350	- 0.7	922	23.1
979	15.7	329	40.1	1,795	19.0	513	37.4
1,835	5.9	487	30.4	3,205	6.8	930	30.8
618	2.5	589	27.7	1,785	4.9	829	25.2
1,090	5.4	762	41.4	1,988	6.4	1,191	38.6
- 1,840	- 80.8	- 176	- 104.4	- 2,951	- 83.7	- 260	- 95.5
-	-	6	- 0.6	-	-	48	- 2.9
3,957	2.4	2,731	20.6	11,066	4.5	4,930	22.9

* 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	Q3 Total	Total
FY2018	Incoming Orders	36,466	36,163	37,199		109,829	
	Backlog	30,609	32,575	33,838		33,838	
FY2017	Incoming Orders	30,952	33,929	32,365	32,956	97,246	130,203
	Backlog	25,874	26,873	27,474	26,297	27,474	26,297
Increase/Decrease	Incoming Orders	5,514	2,234	4,834		12,582	
	Backlog	4,735	5,701	6,364		6,364	

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2018	Incoming Orders	29,591	30,284	26,885		86,761	
	Backlog	79,075	76,226	69,354		69,354	
FY2017	Incoming Orders	27,183	24,526	25,692	51,381	77,402	128,783
	Backlog	77,720	69,999	63,218	81,563	63,218	81,563
Increase/Decrease	Incoming Orders	2,408	5,757	1,193		9,359	
	Backlog	1,355	6,226	6,135		6,135	

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2018	Incoming Orders	18,322	18,832	25,432		62,587	
	Backlog	11,574	10,481	17,113		17,113	
FY2017	Incoming Orders	16,935	16,946	17,521	24,016	51,402	75,419
	Backlog	11,501	8,371	9,801	9,185	9,801	9,185
Increase/Decrease	Incoming Orders	1,386	1,886	7,911		11,184	
	Backlog	73	2,110	7,312		7,312	

Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2018	Incoming Orders	84,379	85,281	89,517		259,178	
	Backlog	121,259	119,283	120,307		120,307	
FY2017	Incoming Orders	75,070	75,402	75,578	108,355	226,051	334,406
	Backlog	115,095	105,245	100,495	117,046	100,495	117,046
Increase/Decrease	Incoming Orders	9,308	9,878	13,939		33,126	
	Backlog	6,164	14,038	19,812		19,812	

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2017		FY2018		Increase/Decrease	
	Apr.2017-Dec.2017		Apr.2018-Dec.2018		Amount	%
	Amount	%	Amount	%		
Sumitomo Corporation	11,138	4.5	12,258	4.8	1,120	10.1
Sumitomo Group Companies	58,756	24.0	63,029	24.6	4,272	7.3

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

FY2018	Q1		Q2		Q3	
	Apr.2018-Jun.2018		Jul.2018-Sept.2018		Oct.2018-Dec.2018	
	Amount	%	Amount	%	Amount	%
Net Sales	80,166	100.0	87,257	100.0	88,493	100.0
Cost of Sales	60,916	76.0	65,289	74.8	65,904	74.5
Gross Profit	19,249	24.0	21,968	25.2	22,589	25.5
SG & A Expenses	12,916	16.1	12,297	14.1	12,097	13.7
Operating Profit	6,333	7.9	9,671	11.1	10,491	11.9
Ordinary Profit	6,588	8.2	9,775	11.2	10,700	12.1
Profit Before Income Taxes	6,567	8.2	9,761	11.2	10,638	12.0
Profit Attributable to Owners of Parent	4,301	5.4	6,535	7.5	6,928	7.8

1st half		Q3 total	
Apr.2018-Sept.2018		Apr.2018-Dec.2018	
Amount	%	Amount	%
167,424	100.0	255,917	100.0
126,205	75.4	192,110	75.1
41,218	24.6	63,807	24.9
25,213	15.1	37,311	14.6
16,004	9.6	26,496	10.4
16,364	9.8	27,064	10.6
16,329	9.8	26,967	10.5
10,836	6.5	17,765	6.9

【Forecast】 Total	
Apr.2018-Mar.2019	
Amount	%
353,000	100.0
264,000	74.8
89,000	25.2
50,000	14.2
39,000	11.0
39,000	11.0
26,500	7.5

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		Q3	
	Amount	%	Amount	%	Amount	%
Net Sales	2,946	3.8	1,011	1.2	7,108	8.7
Cost of Sales	521	0.9	562	0.9	4,786	7.8
Gross Profit	2,425	14.4	449	2.1	2,322	11.5
SG & A Expenses	- 17	- 0.1	160	1.3	122	1.0
Operating Profit	2,443	62.8	288	3.1	2,199	26.5
Ordinary Profit	2,132	47.9	- 41	- 0.4	1,938	22.1
Profit Before Income Taxes	2,121	47.7	- 31	- 0.3	- 8,862	- 45.4
Profit Attributable to Owners of Parent	1,457	51.2	- 2,655	- 28.9	- 6,532	- 48.5

1st half		Q3 total	
Amount	%	Amount	%
3,957	2.4	11,066	4.5
1,083	0.9	5,870	3.2
2,874	7.5	5,196	8.9
143	0.6	265	0.7
2,731	20.6	4,930	22.9
2,090	14.6	4,029	17.5
2,089	14.7	- 6,772	- 20.1
- 1,197	- 10.0	- 7,730	- 30.3