



SCSK Corporation  
Supplementary Information (Data Book)

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2018/4/1—2019/3/31

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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)

		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
FY2018		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net Sales	80,166	100.0	87,257	100.0	88,493	100.0	102,736	100.0	167,424	100.0	255,917	100.0	191,230	100.0	358,654	100.0
	Systems Development	32,154	40.1	34,198	39.2	35,935	40.6	37,803	36.8	66,352	39.6	102,288	40.0	73,739	38.6	140,092	39.1
	System Maintenance and Operation/ Services	32,079	40.0	33,133	38.0	33,758	38.1	35,161	34.2	65,212	39.0	98,970	38.7	68,919	36.0	134,132	37.4
	Packaged Software/ Hardware Sales	15,933	19.9	19,926	22.8	18,799	21.2	29,771	29.0	35,859	21.4	54,659	21.4	48,571	25.4	84,430	23.5
	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		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
Increase / Decrease		Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
	Net Sales	2,946	3.8	1,011	1.2	7,108	8.7	10,933	11.9	3,957	2.4	11,066	4.5	18,042	10.4	22,000	6.5
	Systems Development	2,594	8.8	1,268	3.9	4,170	13.1	3,670	10.8	3,863	6.2	8,034	8.5	7,841	11.9	11,704	9.1
	System Maintenance and Operation/ Services	765	2.4	886	2.7	1,285	4.0	2,124	6.4	1,651	2.6	2,936	3.1	3,409	5.2	5,061	3.9
	Packaged Software/ Hardware Sales	485	3.1	- 150	- 0.7	2,709	16.8	5,138	20.9	335	0.9	3,044	5.9	7,847	19.3	8,182	10.7
	Prepaid Card Business	- 898	—	- 993	—	- 1,056	—	—	—	- 1,892	—	- 2,948	—	- 1,056	—	- 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-Mar.2018		FY2018 Apr.2018-Mar.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	93,564	27.8	100,428	28.0	6,864	7.3
Distributors	55,199	16.4	59,535	16.6	4,336	7.9
Financial Institutions	73,752	21.9	78,450	21.9	4,698	6.4
Banks	22,987	6.8	23,965	6.7	978	4.3
Securities Firms	9,951	3.0	8,450	2.4	- 1,501	- 15.1
Shopping Credit/ Leasing Companies	13,140	3.9	15,318	4.3	2,178	16.6
Insurance Companies	27,673	8.2	30,715	8.6	3,041	11.0
Communications/ Transportation	57,736	17.2	63,458	17.7	5,721	9.9
Utilities	4,230	1.3	6,741	1.9	2,511	59.4
Services	33,440	9.9	33,427	9.3	- 12	- 0.0
Others	18,729	5.6	16,612	4.6	- 2,117	- 11.3
Total	336,654	100.0	358,654	100.0	22,000	6.5

\* "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-Mar.2018		FY2018 Apr.2018-Mar.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	32,159	25.0	36,959	26.4	4,800	14.9
Distributors	12,939	10.1	15,126	10.8	2,186	16.9
Financial Institutions	52,037	40.5	54,892	39.2	2,855	5.5
Banks	16,709	13.0	17,208	12.3	498	3.0
Securities Firms	6,482	5.0	5,377	3.8	- 1,104	- 17.0
Shopping Credit/ Leasing Companies	6,359	5.0	7,514	5.4	1,155	18.2
Insurance Companies	22,486	17.5	24,792	17.7	2,306	10.3
Communications/ Transportation	15,057	11.7	15,743	11.2	686	4.6
Utilities	3,081	2.4	5,532	3.9	2,450	79.5
Services	8,203	6.4	7,300	5.2	- 902	- 11.0
Others	4,908	3.8	4,535	3.2	- 373	- 7.6
Total	128,387	100.0	140,092	100.0	11,704	9.1

\* 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-Mar.2018		FY2018 Apr.2018-Mar.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	42,266	32.7	43,153	32.2	886	2.1
Distributors	27,854	21.6	28,907	21.6	1,053	3.8
Financial Institutions	17,406	13.5	19,066	14.2	1,659	9.5
Banks	5,101	4.0	5,587	4.2	486	9.5
Securities Firms	2,563	2.0	2,548	1.9	- 15	- 0.6
Shopping Credit/ Leasing Companies	5,241	4.1	5,742	4.3	500	9.5
Insurance Companies	4,499	3.5	5,188	3.9	688	15.3
Communications/ Transportation	18,494	14.3	19,077	14.2	583	3.2
Utilities	664	0.5	798	0.6	134	20.2
Services	18,687	14.5	19,461	14.5	774	4.1
Others	3,697	2.9	3,666	2.7	- 30	- 0.8
Total	129,071	100.0	134,132	100.0	5,061	3.9

\* 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-Mar.2018		FY2018 Apr.2018-Mar.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	19,138	25.1	20,315	24.1	1,176	6.1
Distributors	14,404	18.9	15,500	18.4	1,095	7.6
Financial Institutions	4,309	5.7	4,491	5.3	182	4.2
Banks	1,176	1.5	1,170	1.4	- 6	- 0.5
Securities Firms	905	1.2	524	0.6	- 381	- 42.1
Shopping Credit/ Leasing Companies	1,538	2.0	2,062	2.4	523	34.0
Insurance Companies	688	0.9	735	0.9	46	6.8
Communications/ Transportation	24,185	31.7	28,636	33.9	4,451	18.4
Utilities	483	0.6	410	0.5	- 73	- 15.2
Services	6,549	8.6	6,665	7.9	115	1.8
Others	7,176	9.4	8,410	10.0	1,233	17.2
Total	76,247	100.0	84,430	100.0	8,182	10.7

\* 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			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 income	External sales	Compo sition(%)	Operating income
Manufacturing & Telecommunication Systems Business				9,812	12.2	1,022	10,307	11.8	1,541	11,227	12.7	1,938	12,022	11.7	1,843	20,119	12.0	2,564	31,347	12.2	4,502	23,249	12.2	3,781	43,369	12.1	6,346
Distribution & Media Systems Business				13,912	17.4	1,474	15,437	17.7	1,630	15,257	17.2	1,319	18,447	18.0	2,175	29,349	17.5	3,104	44,606	17.4	4,424	33,704	17.6	3,494	63,054	17.6	6,599
Financial Systems Business				14,922	18.6	1,048	15,465	17.7	1,810	16,272	18.4	2,063	17,272	16.8	2,453	30,387	18.2	2,859	46,660	18.2	4,922	33,544	17.5	4,516	63,932	17.8	7,375
Global System Solutions & Innovation Business				3,465	4.3	552	3,749	4.3	598	4,006	4.5	737	4,339	4.2	669	7,214	4.3	1,151	11,220	4.4	1,888	8,345	4.4	1,407	15,560	4.3	2,558
Business Solutions				15,522	19.4	713	17,361	19.9	1,380	17,218	19.5	1,857	18,097	17.6	699	32,883	19.6	2,094	50,101	19.6	3,951	35,315	18.5	2,556	68,198	19.0	4,650
IT Platform Solutions				12,089	15.1	1,003	13,597	15.6	1,716	12,869	14.5	1,397	20,501	20.0	3,090	25,687	15.3	2,720	38,557	15.1	4,118	33,371	17.5	4,488	59,058	16.5	7,208
IT Management				10,232	12.8	1,019	11,112	12.7	1,583	11,503	13.0	1,675	11,932	11.6	1,599	21,344	12.7	2,603	32,848	12.8	4,278	23,435	12.3	3,274	44,780	12.5	5,877
Others				210	0.3	- 58	225	0.3	51	138	0.2	19	124	0.1	- 54	436	0.3	- 7	574	0.2	12	262	0.1	- 34	699	0.2	- 41
Adjustment				—	—	- 444	—	—	- 641	—	—	- 517	—	—	- 594	—	—	- 1,085	—	—	- 1,602	—	—	- 1,111	—	—	- 2,196
Total				80,166	100.0	6,333	87,257	100.0	9,671	88,493	100.0	10,491	102,736	100.0	11,882	167,424	100.0	16,004	255,917	100.0	26,496	191,230	100.0	22,373	358,654	100.0	38,378

FY2017				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 income	External sales	Compo sition(%)	Operating income	External sales	Compo sition(%)	Operating income
Manufacturing & Telecommunication Systems Business				8,555	11.1	444	9,609	11.1	1,348	9,724	11.9	1,522	10,515	11.5	1,950	18,164	11.1	1,792	27,889	11.4	3,315	20,239	11.7	3,473	38,404	11.4	5,266
Distribution & Media Systems Business				13,471	17.4	1,377	15,415	17.9	1,980	13,584	16.7	1,499	15,705	17.1	2,162	28,886	17.7	3,357	42,471	17.3	4,857	29,289	16.9	3,662	58,176	17.3	7,019
Financial Systems Business				15,211	19.7	420	16,319	18.9	2,225	15,479	19.0	1,353	15,341	16.7	2,290	31,531	19.3	2,646	47,010	19.2	3,999	30,820	17.8	3,644	62,351	18.5	6,290
Global System Solutions & Innovation Business				2,995	3.9	289	3,240	3.8	531	3,190	3.9	553	3,835	4.2	868	6,235	3.8	821	9,425	3.8	1,375	7,025	4.1	1,421	13,260	3.9	2,243
Business Solutions				15,015	19.4	460	16,032	18.6	1,145	15,848	19.5	1,414	16,623	18.1	1,625	31,047	19.0	1,606	46,896	19.2	3,020	32,471	18.7	3,039	63,519	18.9	4,645
IT Platform Solutions				10,883	14.1	631	14,185	16.4	1,499	11,703	14.4	1,157	18,268	19.9	2,887	25,068	15.3	2,131	36,771	15.0	3,288	29,971	17.3	4,045	55,039	16.3	6,176
IT Management				9,998	12.9	661	10,255	11.9	1,179	10,605	13.0	1,245	11,324	12.3	2,009	20,254	12.4	1,841	30,859	12.6	3,086	21,930	12.7	3,255	42,184	12.5	5,096
Others				1,088	1.4	82	1,188	1.4	86	1,249	1.5	103	190	0.2	105	2,276	1.4	168	3,526	1.4	272	1,439	0.8	209	3,716	1.1	378
Adjustment				—	—	- 477	—	—	- 615	—	—	- 558	—	—	- 863	—	—	- 1,092	—	—	- 1,651	—	—	- 1,422	—	—	- 2,515
Total				77,219	100.0	3,889	86,246	100.0	9,383	81,384	100.0	8,292	91,803	100.0	13,037	163,466	100.0	13,272	244,851	100.0	21,565	173,188	100.0	21,329	336,654	100.0	34,602

Increase/Decrease				Q1				Q2				Q3				Q4				1st half				Q3 total				2nd half				Total			
				External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit		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(%)	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	1,506	14.3	- 107	- 5.5	1,954	10.8	771	43.0	3,458	12.4	1,186	35.8	3,010	14.9	308	8.9	4,965	12.9	1,079	20.5
Distribution & Media Systems Business				441	3.3	97	7.1	21	0.1	- 350	- 17.7	1,673	12.3	- 179	- 12.0	2,741	17.5	12	0.6	462	1.6	- 252	- 7.5	2,135	5.0	- 432	- 8.9	4,415	15.1	- 167	- 4.6	4,877	8.4	- 420	- 6.0
Financial Systems Business				- 289	- 1.9	628	149.7	- 853	- 5.2	- 415	- 18.7	793	5.1	709	52.4	1,930	12.6	162	7.1	- 1,143	- 3.6	213	8.1	- 350	- 0.7	922	23.1	2,724	8.8	871	23.9	1,580	2.5	1,084	17.2
Global System Solutions & Innovation Business				470	15.7	262	90.7	509	15.7	66	12.5	815	25.6	184	33.3	504	13.2	- 198	- 22.9	979	15.7	329	40.1	1,795	19.0	513	37.4	1,320	18.8	- 14	- 1.0	2,300	17.3	314	14.0
Business Solutions				506	3.4	253	55.0	1,328	8.3	234	20.5	1,369	8.6	442	31.3	1,474	8.9	- 926	- 57.0	1,835	5.9	487	30.4	3,205	6.8	930	30.8	2,843	8.8	- 483	- 15.9	4,679	7.4	4	0.1
IT Platform Solutions				1,206	11.1	372	59.0	- 587	- 4.1	217	14.5	1,166	10.0	240	20.8	2,233	12.2	203	7.0	618	2.5	589	27.7	1,785	4.9	829	25.2	3,400	11.3	443	11.0	4,019	7.3	1,032	16.7
IT Management				233	2.3	358	54.2	857	8.4	403	34.2	897	8.5	429	34.5	607	5.4	- 410	- 20.4	1,090	5.4	762	41.4	1,988	6.4	1,191	38.6	1,505	6.9	19	0.6	2,596	6.2	781	15.3
Others				- 877	- 80.6	- 141	- 170.8	- 962	- 81.0	- 34	- 40.3	- 1,111	- 88.9	- 84	- 81.1	- 66	- 34.7	- 159	- 151.2	- 1,840	- 80.8	- 176	- 104.4	- 2,951	- 83.7	- 260	- 95.5	- 1,177	- 81.8	- 244	- 116.4	- 3,017	- 81.2	- 420	- 111.1
Adjustment				—	—	32	- 6.9	—	—	- 26	4.3	—	—	41	- 7.5	—	—	269	- 31.2	—	—	6	- 0.6	—	—	48	- 2.9	—	—	311	- 21.9	—	—	318	- 12.7
Total				2,946	3.8	2,443	62.8	1,011	1.2	288	3.1	7,108	8.7	2,199	26.5	10,933	11.9	- 1,155	- 8.9	3,957	2.4	2,731	20.6	11,066	4.5	4,930	22.9	18,042	10.4	1,044	4.9	22,000	6.5	3,775	10.9

\* 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)

<b>Systems Development</b>		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	36,466	36,163	37,199	39,083	148,913
	Backlog	30,609	32,575	33,838	35,118	35,118
FY2017	Incoming Orders	30,952	33,929	32,365	32,956	130,203
	Backlog	25,874	26,873	27,474	26,297	26,297
Increase/Decrease	Incoming Orders	5,514	2,234	4,834	6,127	18,709
	Backlog	4,735	5,701	6,364	8,821	8,821

<b>System Maintenance and Operation/Services</b>		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	29,591	30,284	26,885	53,524	140,286
	Backlog	79,075	76,226	69,354	87,717	87,717
FY2017	Incoming Orders	27,183	24,526	25,692	51,381	128,783
	Backlog	77,720	69,999	63,218	81,563	81,563
Increase/Decrease	Incoming Orders	2,408	5,757	1,193	2,143	11,502
	Backlog	1,355	6,226	6,135	6,154	6,154

<b>Packaged Software/Hardware Sales</b>		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	18,322	18,832	25,432	27,209	89,796
	Backlog	11,574	10,481	17,113	14,552	14,552
FY2017	Incoming Orders	16,935	16,946	17,521	24,016	75,419
	Backlog	11,501	8,371	9,801	9,185	9,185
Increase/Decrease	Incoming Orders	1,386	1,886	7,911	3,192	14,377
	Backlog	73	2,110	7,312	5,366	5,366

<b>Total</b>		Q1	Q2	Q3	Q4	Total
FY2018	Incoming Orders	84,379	85,281	89,517	119,818	378,997
	Backlog	121,259	119,283	120,307	137,388	137,388
FY2017	Incoming Orders	75,070	75,402	75,578	108,355	334,406
	Backlog	115,095	105,245	100,495	117,046	117,046
Increase/Decrease	Incoming Orders	9,308	9,878	13,939	11,463	44,590
	Backlog	6,164	14,038	19,812	20,342	20,342

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

(Millions of yen)

	FY2017 Apr.2017-Mar.2018		FY2018 Apr.2018-Mar.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	15,341	4.6	16,565	4.6	1,224	8.0
<b>Sumitomo Group Companies</b>	81,278	24.1	93,211	26.0	11,933	14.7

\*Sumitomo Group includes Sumitomo Corporation and its Group Companies

# IX Quarterly trends

(Millions of yen)

FY2018	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2018-Jun.2018		Jul.2018-Sept.2018		Oct.2018-Dec.2018		Jan.2019-Mar.2019		Apr.2018-Sept.2018		Apr.2018-Dec.2018		Oct.2018-Mar.2019		Apr.2018-Mar.2019	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	80,166	100.0	87,257	100.0	88,493	100.0	102,736	100.0	167,424	100.0	255,917	100.0	191,230	100.0	358,654	100.0
Cost of Sales	60,916	76.0	65,289	74.8	65,904	74.5	77,802	75.7	126,205	75.4	192,110	75.1	143,707	75.1	269,912	75.3
Gross Profit	19,249	24.0	21,968	25.2	22,589	25.5	24,934	24.3	41,218	24.6	63,807	24.9	47,523	24.9	88,742	24.7
SG & A Expenses	12,916	16.1	12,297	14.1	12,097	13.7	13,052	12.7	25,213	15.1	37,311	14.6	25,149	13.2	50,363	14.0
Operating Profit	6,333	7.9	9,671	11.1	10,491	11.9	11,882	11.6	16,004	9.6	26,496	10.4	22,373	11.7	38,378	10.7
Ordinary Profit	6,588	8.2	9,775	11.2	10,700	12.1	11,585	11.3	16,364	9.8	27,064	10.6	22,285	11.7	38,650	10.8
Profit Before Income Taxes	6,567	8.2	9,761	11.2	10,638	12.0	12,510	12.2	16,329	9.8	26,967	10.5	23,148	12.1	39,477	11.0
Profit Attributable to Owners of Parent	4,301	5.4	6,535	7.5	6,928	7.8	10,126	9.9	10,836	6.5	17,765	6.9	17,055	8.9	27,892	7.8

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		Q4		1st half		Q3 total		2nd half		Total	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	2,946	3.8	1,011	1.2	7,108	8.7	10,933	11.9	3,957	2.4	11,066	4.5	18,042	10.4	22,000	6.5
Cost of Sales	521	0.9	562	0.9	4,786	7.8	10,943	16.4	1,083	0.9	5,870	3.2	15,730	12.3	16,813	6.6
Gross Profit	2,425	14.4	449	2.1	2,322	11.5	- 10	- 0.0	2,874	7.5	5,196	8.9	2,311	5.1	5,186	6.2
SG & A Expenses	- 17	- 0.1	160	1.3	122	1.0	1,144	9.6	143	0.6	265	0.7	1,267	5.3	1,410	2.9
Operating Profit	2,443	62.8	288	3.1	2,199	26.5	- 1,155	- 8.9	2,731	20.6	4,930	22.9	1,044	4.9	3,775	10.9
Ordinary Profit	2,132	47.9	- 41	- 0.4	1,938	22.1	- 1,670	- 12.6	2,090	14.6	4,029	17.5	267	1.2	2,358	6.5
Profit Before Income Taxes	2,121	47.7	- 31	- 0.3	- 8,862	- 45.4	2,761	28.3	2,089	14.7	- 6,772	- 20.1	- 6,101	- 20.9	- 4,011	- 9.2
Profit Attributable to Owners of Parent	1,457	51.2	- 2,655	- 28.9	- 6,532	- 48.5	3,133	44.8	- 1,197	- 10.0	- 7,730	- 30.3	- 3,398	- 16.6	- 4,596	- 14.1

# X Financial Statements

(Millions of yen)

	From Apr.1.2017 to Mar.31.2018		From Apr.1.2018 to Mar.31.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
I Net sales	336,654	100.0	358,654	100.0	22,000	6.5
II .Cost of sales	253,098	75.2	269,912	75.3	16,813	6.6
Gross profit	83,555	24.8	88,742	24.7	5,186	6.2
III .SG & A	48,953	14.5	50,363	14.0	1,410	2.9
Operating profit	34,602	10.3	38,378	10.7	3,775	10.9
IV .Non-operating income	2,071	0.6	1,061	0.3	-1,010	-48.8
Interest income	91		65		-25	
Dividends income	66		71		4	
Equity in earnings of affiliates	537		750		213	
Gain on sales of investment securities	56		-		-56	
Hoard profit of prepaid card	1,006		-		-1,006	
Other	313		173		-139	
V .Non-operating expenses	382	0.1	789	0.2	406	106.2
Interest expenses	126		115		-10	
Loss on sales of investment securities	1		2		0	
Bond issuance cost	48		48		-	
Subsidiary stock acquisition-related cost	-		495		495	
Other	206		128		-78	
Ordinary income	36,291	10.8	38,650	10.8	2,358	6.5
VI .Extraordinary income	10,759	3.2	1,443	0.4	-9,316	-86.6
Gain on sales of noncurrent assets	2		371		368	
Gain on sales of investment securities	10,756		1,024		-9,732	
Gain on sales of memberships	-		0		0	
Gain on step acquisitions	-		47		47	
VII .Extraordinary loss	3,561	1.1	615	0.2	-2,945	-82.7
Loss on retirement of noncurrent assets	750		57		-692	
Loss on sales of noncurrent assets	32		44		12	
Non recurring depreciation on software	1,231		-		-1,231	
Impairment loss	1,425		-		-1,425	
Loss on sales of investment securities	10		1		-9	
Loss on valuation of investment securities	101		-		-101	
Loss on sales of investment securities	-		0		0	
Loss on valuation of membership	10		-		-10	
Compensation expenses	-		294		294	
Loss on disaster	-		217		217	
Income before income taxes and minority interests	43,489	12.9	39,477	11.0	-4,011	-9.2
Income taxes - current	6,093	1.8	6,567	1.8	473	
Income taxes deferred	4,099	1.2	4,221	1.2	122	
Total income taxes	10,192	3.0	10,788	3.0	595	
Profit	33,296	9.9	28,688	8.0	-4,607	-13.8
Profit attributable to non controlling interests	807	0.2	796	0.2	-11	
Profit attributable to owners of parent	32,488	9.7	27,892	7.8	-4,596	-14.1

## Cost of sales

(Millions of yen)

	2018/3		2019/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY
Personnel expenses	77,922	38.6	80,046	38.0	2,124	2.7
Outsourcing expenses	91,732	45.4	98,899	46.9	7,167	7.8
Other expenses	32,234	16.0	31,855	15.1	-379	-1.2
Office rental and upkeep expenses	7,687	3.8	8,008	3.8	321	4.2
Depreciation	8,255	4.1	8,814	4.2	558	6.8
Materials expenses and others	2,331	1.2	2,357	1.1	25	1.1
Computer and related expenses	4,050	2.0	4,595	2.2	544	13.4
Communications expenses	2,432	1.2	2,457	1.2	25	1.0
Other	7,477	3.7	5,622	2.7	-1,855	-24.8
Total Production costs for the period	201,889	100.0	210,801	100.0	8,912	4.4
Transfer to other accounts	-3,666		-3,999		-333	9.1
Work in process Increase (-),decreaes (+)	-583		190		773	
Manufacturing costs (1)	197,640		206,992		9,352	4.7
Merchandise costs (2)	55,458		62,920		7,461	13.5
Total Cost of sales(1) + (2)	253,098	(75.2)	269,912	(75.3)	16,813	6.6

## SG & A

(Millions of yen)

Personnel expenses	27,753	8.2	29,042	8.1	1,288	4.6
Office rental	3,471	1.0	3,316	0.9	-155	-4.5
Depreciation	1,693	0.5	1,619	0.5	-74	-4.4
Outsourcing expenses	2,763	0.8	2,504	0.7	-258	-9.4
Taxes	3,117	0.9	3,034	0.8	-82	-2.7
Other	10,153	3.0	10,846	3.0	692	6.8
Total SG&A expenses	48,953	14.5	50,363	14.0	1,410	2.9

# Consolidated Balance Sheets

(Millions of yen)

Accounting Period Accounts	2018/3/31		2018/12/31		Increase/ Decrease
	Amount	%	Amount	%	Amount
<b>【ASSETS】</b>					
Current assets					
Cash and deposits	16,456		21,170		4,713
Notes and accounts receivable - trade	66,665		74,698		8,033
Lease receivables and investment assets	396		334		-61
Merchandise and finished goods	5,137		7,831		2,694
Work in process	900		360		-539
Raw materials and supplies	49		117		68
Deposits paid	83,340		85,028		1,688
Other	10,779		11,496		717
Allowance for doubtful accounts	-41		-31		10
Total current assets	183,684	60.4	201,007	63.8	17,323
Non-current assets					
Property, plant and equipment					
Buildings and structures, net	31,543		43,566		12,023
Tools, furniture and fixtures, net	7,802		9,233		1,430
Land	19,821		14,169		-5,651
Leased assets, net	1,714		1,552		-161
Construction in progress	12,581		2,310		-10,271
Other, net	1		—		-1
Total property, plant and equipment	73,464	24.2	70,833	22.5	-2,630
Intangible assets					
Goodwill	84		53		-30
Other	9,472		8,155		-1,317
Total intangible assets	9,556	3.1	8,208	2.6	-1,347
Investments and other assets					
Investment securities	10,625		11,773		1,148
Long-term prepaid expenses	1,202		1,563		361
Lease and guarantee deposits	6,909		6,759		-150
Deferred tax assets	17,297		13,709		-3,587
Other	1,294		1,042		-252
Allowance for doubtful accounts	-119		-53		65
Total investments and other assets	37,209	12.2	34,794	11.1	-2,414
Total non-current assets	120,229	39.6	113,837	36.2	-6,392
Total assets	303,914	100.0	314,844	100.0	10,930

(Millions of yen)

Accounting Period Accounts	2018/3/31		2018/12/31		Increase/ Decrease
	Amount	%	Amount	%	Amount
<b>【LIABILITIES】</b>					
Current liabilities					
Notes and accounts payable - trade	20,013		22,087		2,073
Short-term loans payable	10,000		15,000		5,000
Current portion of long-term loans payable	5,000		—		-5,000
Lease obligations	975		843		-132
Income taxes payable	4,802		4,898		95
Provision for bonuses	5,651		5,910		258
Provision for directors' bonuses	79		57		-21
Provision for loss on construction contracts	329		228		-100
Other	23,712		23,499		-212
Total current liabilities	70,564	23.2	72,525	23.0	1,960
Non-current liabilities					
Bonds payable	30,000		40,000		10,000
Lease obligations	2,183		1,909		-274
Provision for directors' retirement benefits	20		20		—
Net defined benefit liability	1,468		2,902		1,434
Asset retirement obligations	2,391		2,779		387
Long-term lease and guarantee deposits	603		154		-449
Other	80		83		2
Total non-current liabilities	36,748	12.1	47,850	15.2	11,101
Total liabilities	107,313	35.3	120,375	38.2	13,062
<b>【NET ASSETS】</b>					
Shareholders' equity					
Capital stock	21,152	7.0	21,152	6.7	—
Capital surplus	1,299	0.4	—	-	-1,299
Retained earnings	168,363	55.4	175,223	55.7	6,860
Treasury shares	-711	-0.2	-694	-0.2	16
Total shareholders' equity	190,104	62.6	195,681	62.2	5,577
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	2,274	0.7	2,076	0.7	-198
Deferred gains or losses on hedges	-5	-0.0	-21	-0.0	-15
Foreign currency translation adjustment	-154	-0.1	-182	-0.1	-27
Remeasurements of defined benefit plans	-3,004	-1.0	-4,141	-1.3	-1,137
Total accumulated other comprehensive income	-890	-0.3	-2,269	-0.7	-1,378
Subscription rights to shares	57	0.0	40	0.0	-16
Non-controlling interests	7,329	2.4	1,015	0.3	-6,313
Total net assets	196,600	64.7	194,468	61.8	-2,131
Total liabilities and net assets	303,914	100.0	314,844	100.0	10,930

Statements of Cash Flows(Consolidated)

	(Millions of yen)		
	2018/3	2019/3	Increase/ Decrease
	2017/4-2018/3	2018/4-2019/3	
	Amount	Amount	Amount
<b>I Cash flows from operating activities</b>			
Profit before income taxes	43,489	39,477	-4,011
Depreciation	10,013	10,530	516
Amortization of goodwill	49	30	-19
Impairment loss	1,425	—	-1,425
Increase (decrease) in allowance for doubtful accounts	-10	-76	-65
Increase (decrease) in net defined benefit liability	-931	-1,003	-72
Decrease (increase) in net defined benefit asset	13	—	-13
Loss on retirement of non-current assets	750	57	-692
Loss (gain) on sales of non-current assets	29	-326	-356
Non recurring depreciation on software	1,231	—	-1,231
Loss (gain) on valuation of investment securities	101	—	-101
Loss (gain) on sales of investment securities	-10,801	-1,020	9,780
Share of loss (profit) of entities accounted for using equity method	-537	-750	-213
Loss (gain) on step acquisitions	—	-47	-47
Interest and dividend income	-157	-137	20
Interest expenses paid on loans and bonds	126	115	-10
Compensation expenses	—	294	294
Loss on disaster	—	217	217
Decrease (increase) in investment securities for sale	2,091	—	-2,091
Decrease (increase) in notes and accounts receivable - trade	-1,753	-7,995	-6,242
Decrease (increase) in inventories	-513	-2,213	-1,700
Decrease (increase) in guarantee deposits	-6,316	—	6,316
Increase (decrease) in notes and accounts payable - trade	-1,073	2,078	3,151
Increase (decrease) in deposits received of prepaid cards	1,790	—	-1,790
Other, net	663	772	109
Subtotal	39,682	40,002	319
Interest and dividend income received	319	327	7
Interest expenses paid	-142	-114	27
Compensation expenses paid	—	-224	-224
Payments for loss on disaster	—	-6	-6
Income taxes (paid) refund	-2,763	-6,472	-3,708
Net cash provided by (used in) operating activities	37,096	33,511	-3,585

	(Millions of yen)		
	2018/3	2019/3	Increase/ Decrease
	2017/4-2018/3	2018/4-2019/3	
	Amount	Amount	Amount
<b>II Cash flows from investing activities</b>			
Purchase of property, plant and equipment	-10,042	-12,022	-1,980
Proceeds from sales of property, plant and equipment	16	8,168	8,152
Purchase of intangible assets	-3,865	-3,234	630
Purchase of investment securities	-892	-1,274	-382
Proceeds from sales and redemption of investment securities	298	1,210	911
Payments for sales of shares of subsidiaries resulting in change in scope of consolidation	-20,618	—	20,618
Payments of short-term loans receivable	-8	-208	-199
Collection of short-term loans receivable	7	154	146
Proceeds from withdrawal of investments in partnership	85	113	27
Payments for lease and guarantee deposits	-281	-483	-202
Proceeds from collection of lease and guarantee deposits	255	614	359
Other, net	-349	-199	149
Net cash provided by (used in) investing activities	-35,394	-7,163	28,230
<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	-15,000	—	15,000
Repayments of lease obligations	-691	-615	76
Purchase of treasury shares	-22	-12	9
Proceeds from sales of treasury shares	2	2	-0
Cash dividends paid	-9,883	-10,144	-261
Dividends paid to non-controlling interests	-169	-181	-12
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	—	-19,045	-19,045
Net cash provided by (used in) financing activities	-25,763	-19,995	5,767
<b>IV Effect of exchange rate change on cash and cash equivalents</b>	-76	-21	55
<b>V Net increase (decrease) in cash and cash equivalents</b>	-24,137	6,330	30,468
<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>	99,797	106,198	6,401

## Financial Data

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

(Millions of yen)

		2016/3		2017/3		2018/3		2019/3		2020/3 Forecast	
		Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%	Amount (YoY %)	%
Sales		323,945 (8.8 )	100.0	329,303 (1.7 )	100.0	336,654 (2.2 )	100.0	358,654 (6.5 )	100.0	380,000 (6.0 )	100.0
	Systems Development	124,470 (5.6 )	38.4	127,051 (2.1 )	38.6	128,387 (1.1 )	38.1	140,092 (9.1 )	39.1	-	-
	System Maintenance and Operation/Services	119,170 (7.6 )	36.8	125,802 (5.6 )	38.2	129,071 (2.6 )	38.3	134,132 (3.9 )	37.4	-	-
	Packaged Software/ Hardware Sales	77,087 (17.3 )	23.8	73,147 (- 5.1 )	22.2	76,247 (4.2 )	22.6	84,430 (10.7 )	23.5	-	-
	Prepaid Card Business	3,217 (- 4.8 )	1.0	3,302 (2.6 )	1.0	2,948 (- 10.7 )	0.9	- -	-	-	-
Cost of Sales		245,923 (9.2 )	75.9	247,548 (0.7 )	75.2	253,098 (2.2 )	75.2	269,912 (6.6 )	75.3	286,000 (6.0 )	75.3
Gross Profit		78,021 (7.7 )	24.1	81,754 (4.8 )	24.8	83,555 (2.2 )	24.8	88,742 (6.2 )	24.7	94,000 (5.9 )	24.7
SG&A Expenses		46,235 (4.0 )	14.3	48,040 (3.9 )	14.6	48,953 (1.9 )	14.5	50,363 (2.9 )	14.0	53,000 (5.2 )	13.9
Operating Profit		31,785 (13.5 )	9.8	33,714 (6.1 )	10.2	34,602 (2.6 )	10.3	38,378 (10.9 )	10.7	41,000 (6.8 )	10.8
Ordinary Profit		33,610 (9.6 )	10.4	36,121 (7.5 )	11.0	36,291 (0.5 )	10.8	38,650 (6.5 )	10.8	41,000 (6.1 )	10.8
Profit Attributable to Owners of Parent		26,956 (72.4 )	8.3	28,458 (5.6 )	8.6	32,488 (14.2 )	9.7	27,892 (- 14.1 )	7.8	28,000 (0.4 )	7.4
Sales Per Employee (JPY in thousands)		27,525		27,649		27,928		29,005		-	
Ordinary Profit Per Employee (JPY in thousands)		2,855		3,032		3,010		3,125		-	
Number of Employees		11,769		11,910		12,054		12,365		-	

\* 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)

	2016/3		2017/3		2018/3		2019/3		2020/3 (Forecast)	
	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)
Capital Stock	21,152	-	21,152	-	21,152	-	21,152	-	-	-
Net Assets	151,546	9.4%	173,674	14.6%	196,600	13.2%	194,468	-1.1%	-	-
Total Assets	352,676	5.5%	389,537	10.5%	303,914	-22.0%	314,844	3.6%	-	-
Number of Shares Outstanding	107,986,403		107,986,403		104,181,803		104,181,803		-	
Average Number of Shares Outstanding	103,789,208		103,803,262		103,813,610		103,827,903		-	
BPS (Net Asset per share ) (JPY)	1401.00		1607.74		1822.54		1862.78		-	
EPS (Earnings per share) (JPY)	259.72		274.16		312.95		268.64		269.67	
Equity Ratio (%)	41.2%		42.8%		62.3%		61.4%		-	
ROE (Return on Equity) (%)	19.4%		18.2%		18.2%		14.6%		-	
Cash Dividends Per Share (JPY)	75.00		90.00		95.00		100.00		130.00	
Interim Dividends Per Share (JPY)	35.00		42.50		47.50		50.00		65.00	
PER (Price Earning Ratio) (times)	16.9		16.1		14.7		18.4		-	
Stock Prices (yen)	4,400		4,420		4,595		4,935		-	
Payout Ratio (%)	29%		33%		30%		37%		48%	
Consolidated /Non-consolidated (times)	1.19		1.14		1.02		1.13		-	

### Ⅲ Capital Expenditure, Depreciation & Amortization, R&D (Consolidated)

(Millions of yen)

	Actual				Forecasts
	(2015/4～2016/3)	(2016/4～2017/3)	(2017/4～2018/3)	(2018/4～2019/3)	(2019/4～2020/3)
	2016/3	2017/3	2018/3	2019/3	2020/3
Capital Expenditure (tangible)	8,541	8,542	11,571	11,955	11,000
Capital Expenditure (software/other)	3,505	6,792	4,016	3,207	4,000
Depreciation (tangible)	5,302	5,720	5,803	6,138	6,000
Amortization (software/other)	2,700	3,251	5,441	4,391	5,000
Total	8,003	8,972	11,245	10,530	11,000
R&D Expenses	117	266	280	725	1,000



IV Group companies	Number of Employees*
SCSK Corporation	7,280

【Consolidated Subsidiaries】	Equity Ownership	Main Businesses	Number of Employees* <sup>1</sup>
SCSK KYUSHU CORPORATION	100.0%	Software development and Information Processing	115
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	69
SCSK Shanghai Ltd.	100.0%	Software development and Information Processing	54
SCSK Asia Pacific Pte. Ltd.	100.0%	Software development and Information Processing	55
JIEC Co., Ltd.	97.9%	Software development	823
WinTechnology Corporation	100.0%	Software development	125
SCSK ServiceWare Corporation	100.0%	BPO	1,857
VeriServe Corporation	94.8%	Verification Services	831
Veriserve Okinawa Test Center Corporation	94.8%	Internet business related to international interconnection and inspection	76
SCSK PRESCENDO CORPORATION	82.6%	BPO	54
Allied Engineering Corporation	100.0%	Consulting, Packaged software development and sales	49
CSI SOLUTIONS Corporation	100.0%	IT Management business	141
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	21
Total Number of employees (consolidated)			12,365

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

ARGO GRAPHICS Inc.	21.8%	PLM Solutions Business
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【Affiliates (unconsolidated) under the equity method of accounting】

Gran Manibus Co.,LTD	94.3%	Consulting Service, Advanced Technology Solution
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\* 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>• Sampo 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