



SCSK Corporation  
Supplementary Information (Data Book)

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2019/4/1 – 2019/6/30

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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

(Millions of yen)

		Q1	
FY2019		Amount	%
	Net Sales	90,967	100.0
	Systems Development	36,936	40.6
	System Maintenance and Operation/ Services	34,068	37.5
	Packaged Software/ Hardware Sales	19,962	21.9

		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

		Q1	
Increase / Decrease		Amount	%
	Net Sales	10,801	13.5
	Systems Development	4,781	14.9
	System Maintenance and Operation/ Services	1,989	6.2
	Packaged Software/ Hardware Sales	4,029	25.3

## II Sales by customer industry

(Millions of yen)

	FY2018 Apr.2018-Jun.2018		FY2019 Apr.2019-Jun.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	23,128	28.9	25,500	28.0	2,371	10.3
Distributors	13,998	17.5	14,866	16.3	867	6.2
Financial Institutions	17,667	22.0	19,915	21.9	2,248	12.7
Banks	5,573	7.0	6,249	6.9	676	12.1
Securities Firms	1,894	2.4	2,026	2.2	132	7.0
Shopping Credit/ Leasing Companies	2,992	3.7	4,045	4.4	1,052	35.2
Insurance Companies	7,206	9.0	7,593	8.3	386	5.4
Communications/ Transportation	12,866	16.0	16,332	18.0	3,466	26.9
Utilities	1,287	1.6	2,086	2.3	798	62.0
Services	7,942	9.9	8,667	9.5	725	9.1
Others	3,274	4.1	3,598	4.0	323	9.9
Total	80,166	100.0	90,967	100.0	10,801	13.5

\* We made a partial amendment in previously disclosed data.

### III Sales by segment & customer industry (System Development)

(Millions of yen)

	FY2018 Apr.2018-Jun.2018		FY2019 Apr.2019-Jun.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	8,514	26.5	10,015	27.1	1,500	17.6
Distributors	3,539	11.0	4,191	11.3	651	18.4
Financial Institutions	12,656	39.4	13,959	37.8	1,303	10.3
Banks	4,136	12.9	4,490	12.2	354	8.6
Securities Firms	1,183	3.7	1,240	3.4	56	4.8
Shopping Credit/ Leasing Companies	1,563	4.9	2,098	5.7	534	34.2
Insurance Companies	5,773	18.0	6,130	16.6	357	6.2
Communications/ Transportation	3,758	11.7	4,022	10.9	263	7.0
Utilities	975	3.0	1,681	4.6	705	72.3
Services	1,756	5.5	1,820	4.9	64	3.7
Others	952	3.0	1,245	3.4	292	30.7
Total	32,154	100.0	36,936	100.0	4,781	14.9

\* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2018 Apr.2018-Jun.2018		FY2019 Apr.2019-Jun.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	10,030	31.3	10,577	31.0	546	5.5
Distributors	7,224	22.5	6,925	20.3	- 298	- 4.1
Financial Institutions	4,520	14.1	5,166	15.2	646	14.3
Banks	1,293	4.0	1,474	4.3	180	14.0
Securities Firms	672	2.1	581	1.7	- 90	- 13.5
Shopping Credit/ Leasing Companies	1,317	4.1	1,755	5.2	438	33.3
Insurance Companies	1,237	3.9	1,355	4.0	117	9.5
Communications/ Transportation	4,605	14.4	4,884	14.3	279	6.1
Utilities	176	0.6	269	0.8	92	52.4
Services	4,685	14.6	5,279	15.5	594	12.7
Others	836	2.6	966	2.8	129	15.5
Total	32,079	100.0	34,068	100.0	1,989	6.2

\* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2018 Apr.2018-Jun.2018		FY2019 Apr.2019-Jun.2019		Increase/Decrease	
	Amount	%	Amount	%	Amount	change(%)
Manufacturers	4,583	28.8	4,907	24.6	323	7.1
Distributors	3,235	20.3	3,749	18.8	514	15.9
Financial Institutions	490	3.1	789	4.0	299	61.1
Banks	142	0.9	285	1.4	142	99.5
Securities Firms	39	0.2	205	1.0	166	423.4
Shopping Credit/ Leasing Companies	111	0.7	191	1.0	79	71.2
Insurance Companies	196	1.2	107	0.5	- 88	- 45.1
Communications/ Transportation	4,502	28.3	7,426	37.2	2,923	64.9
Utilities	135	0.8	135	0.7	0	0.2
Services	1,500	9.4	1,567	7.9	66	4.5
Others	1,485	9.3	1,386	6.9	- 99	- 6.7
Total	15,933	100.0	19,962	100.0	4,029	25.3

\* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2019	Q1		
	External Sales	Composition(%)	Operating Profit
Manufacturing & Telecommunication Systems Business	12,309	13.5	1,042
Distribution & Media Systems Business	15,556	17.1	1,699
Financial Systems Business	15,380	16.9	1,310
Global System Solutions & Innovation Business	4,229	4.6	567
Business Solutions	12,443	13.7	1,279
Mobility Systems	4,818	5.3	- 50
IT Platform Solutions	14,443	15.9	1,464
IT Management	11,531	12.7	1,113
Others	255	0.3	- 48
Adjustment	—	—	- 545
<b>Total</b>	<b>90,967</b>	<b>100.0</b>	<b>7,833</b>

FY2018	Q1		
	External Sales	Composition(%)	Operating Profit
Manufacturing & Telecommunication Systems Business	9,812	12.2	1,007
Distribution & Media Systems Business	13,912	17.4	1,468
Financial Systems Business	14,922	18.6	1,034
Global System Solutions & Innovation Business	3,465	4.3	567
Business Solutions	11,272	14.1	849
Mobility Systems	4,289	5.4	- 76
IT Platform Solutions	12,053	15.0	998
IT Management	10,232	12.8	1,005
Others	207	0.3	- 110
Adjustment	—	—	- 412
<b>Total</b>	<b>80,166</b>	<b>100.0</b>	<b>6,333</b>

Q2		
External Sales	Composition(%)	Operating Profit
10,307	11.8	1,536
15,437	17.7	1,630
15,465	17.7	1,809
3,749	4.3	597
12,426	14.2	1,104
4,963	5.7	291
13,568	15.5	1,715
11,112	12.7	1,580
227	0.3	27
—	—	- 623
<b>87,257</b>	<b>100.0</b>	<b>9,671</b>

Q3		
External Sales	Composition(%)	Operating Profit
11,227	12.7	1,932
15,257	17.2	1,319
16,272	18.4	2,061
4,003	4.5	740
12,448	14.1	1,658
4,824	5.5	211
12,803	14.5	1,385
11,503	13.0	1,670
152	0.2	26
—	—	- 512
<b>88,493</b>	<b>100.0</b>	<b>10,491</b>

Q4		
External Sales	Composition(%)	Operating Profit
12,022	11.7	1,832
18,447	18.0	2,171
17,272	16.8	2,444
4,334	4.2	671
12,682	12.3	1,403
5,473	5.3	- 692
20,432	19.9	3,063
11,932	11.6	1,589
139	0.1	- 30
—	—	- 571
<b>102,736</b>	<b>100.0</b>	<b>11,882</b>

1st half		
External Sales	Composition(%)	Operating Profit
20,119	12.0	2,544
29,349	17.5	3,099
30,387	18.2	2,844
7,214	4.3	1,165
23,698	14.2	1,953
9,252	5.5	215
25,621	15.3	2,714
21,344	12.7	2,585
434	0.3	- 82
—	—	- 1,035
<b>167,424</b>	<b>100.0</b>	<b>16,004</b>

Q3 total		
External Sales	Composition(%)	Operating Profit
31,347	12.2	4,476
44,606	17.4	4,418
46,660	18.2	4,905
11,218	4.4	1,905
36,147	14.1	3,612
14,077	5.5	426
38,425	15.0	4,099
32,848	12.8	4,256
586	0.2	- 56
—	—	- 1,548
<b>255,917</b>	<b>100.0</b>	<b>26,496</b>

2nd half		
External Sales	Composition(%)	Operating Profit
23,249	12.2	3,764
33,704	17.6	3,490
33,544	17.5	4,505
8,338	4.4	1,411
25,131	13.1	3,062
10,298	5.4	- 481
33,236	17.4	4,449
23,435	12.3	3,260
291	0.2	- 4
—	—	- 1,084
<b>191,230</b>	<b>100.0</b>	<b>22,373</b>

Total		
External Sales	Composition(%)	Operating Profit
43,369	12.1	6,308
63,054	17.6	6,589
63,932	17.8	7,349
15,553	4.3	2,576
48,829	13.6	5,016
19,550	5.5	- 265
58,857	16.4	7,163
44,780	12.5	5,845
726	0.2	- 86
—	—	- 2,120
<b>358,654</b>	<b>100.0</b>	<b>38,378</b>

Increase/Decrease	Q1			
	External Sales		Operating Profit	
	Amount	Rate(%)	Amount	Rate(%)
Manufacturing & Telecommunication Systems Business	2,497	25.4	35	3.5
Distribution & Media Systems Business	1,644	11.8	231	15.7
Financial Systems Business	458	3.1	276	26.7
Global System Solutions & Innovation Business	763	22.0	0	0.1
Business Solutions	1,170	10.4	430	50.6
Mobility Systems	529	12.3	25	—
IT Platform Solutions	2,389	19.8	465	46.6
IT Management	1,299	12.7	107	10.7
Others	48	23.2	61	—
Adjustment	—	—	- 132	—
<b>Total</b>	<b>10,801</b>	<b>13.5</b>	<b>1,500</b>	<b>23.7</b>



**VII Amount of Incoming Orders and Backlog by Segment**

(Millions of yen)

<b>Systems Development</b>		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	37,110				
	Backlog	35,293				
FY2018	Incoming Orders	36,466	36,163	37,199	39,083	148,913
	Backlog	30,609	32,575	33,838	35,118	35,118
Increase/Decrease	Incoming Orders	644				
	Backlog	4,684				

<b>System Maintenance and Operation/Services</b>		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	30,041				
	Backlog	83,689				
FY2018	Incoming Orders	29,591	30,284	26,885	53,524	140,286
	Backlog	79,075	76,226	69,354	87,717	87,717
Increase/Decrease	Incoming Orders	450				
	Backlog	4,614				

<b>Packaged Software/Hardware Sales</b>		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	20,784				
	Backlog	15,374				
FY2018	Incoming Orders	18,322	18,832	25,432	27,209	89,796
	Backlog	11,574	10,481	17,113	14,552	14,552
Increase/Decrease	Incoming Orders	2,462				
	Backlog	3,799				

<b>Total</b>		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	87,936				
	Backlog	134,357				
FY2018	Incoming Orders	84,379	85,281	89,517	119,818	378,997
	Backlog	121,259	119,283	120,307	137,388	137,388
Increase/Decrease	Incoming Orders	3,557				
	Backlog	13,098				

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

(Millions of yen)

	FY2018		FY2019		Increase/Decrease	
	Apr.2018-Jun.2018		Apr.2019-Jun.2019			
	Amount	%	Amount	%	Amount	%
<b>Sumitomo Corporation</b>	3,883	4.8	4,193	4.6	310	8.0
<b>Sumitomo Group Companies</b>	19,852	24.8	23,514	25.8	3,661	18.4

\*Sumitomo Group includes Sumitomo Corporation and its Group Companies

Ⅹ Quarterly trends

(Millions of yen)

FY2019	Q1		【Forecast】 1st half		【Forecast】 Total	
	Apr.2019-Jun.2019		Apr.2019-Sept.2019		Apr.2019-Mar.2020	
	Amount	%	Amount	%	Amount	%
Net Sales	90,967	100.0	180,000	100.0	380,000	100.0
Cost of Sales	69,256	76.1			286,000	75.3
Gross Profit	21,711	23.9			94,000	24.7
SG & A Expenses	13,877	15.3			53,000	13.9
Operating Profit	7,833	8.6	17,500	9.7	41,000	10.8
Ordinary Profit	8,131	8.9	17,500	9.7	41,000	10.8
Profit Before Income Taxes	8,002	8.8				
Profit Attributable to Owners of Parent	5,542	6.1	12,000	6.7	28,000	7.4

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

Increase/Decrease	Q1	
	Amount	%
Net Sales	10,801	13.5
Cost of Sales	8,339	13.7
Gross Profit	2,461	12.8
SG & A Expenses	961	7.4
Operating Profit	1,500	23.7
Ordinary Profit	1,543	23.4
Profit Before Income Taxes	1,434	21.8
Profit Attributable to Owners of Parent	1,240	28.8