



SCSK Corporation
Supplementary Information (Data Book)

2019/4/1 – 2019/12/31

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Financial Review (Consolidated)

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I Sales by Segment

(Millions of yen)

FY2019		Q1		Q2		Q3	
		Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
	Net Sales	90,967	100.0	96,361	100.0	93,393	100.0
	Systems Development	36,936	40.6	38,806	40.3	38,406	41.1
	System Maintenance and Operation/ Services	34,068	37.5	35,793	37.1	36,083	38.6
	Packaged Software/ Hardware Sales	19,962	21.9	21,761	22.6	18,903	20.2

1st half		Q3 total	
Amount	%	Amount	Compo sition(%)
187,329	100.0	280,722	100.0
75,742	40.4	114,149	40.7
69,862	37.3	105,945	37.7
41,724	22.3	60,627	21.6

FY2018		Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
		Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
	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

Increase / Decrease	Q1		Q2		Q3	
	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
Net Sales	10,801	13.5	9,104	10.4	4,899	5.5
Systems Development	4,781	14.9	4,608	13.5	2,470	6.9
System Maintenance and Operation/ Services	1,989	6.2	2,660	8.0	2,325	6.9
Packaged Software/ Hardware Sales	4,029	25.3	1,835	9.2	103	0.5

1st half		Q3 total	
Amount	Change (%)	Amount	Change (%)
19,905	11.9	24,804	9.7
9,390	14.2	11,860	11.6
4,649	7.1	6,974	7.0
5,865	16.4	5,968	10.9

II Sales by customer industry

(Millions of yen)

	FY2018 Apr.2018-Dec.2018		FY2019 Apr.2019-Dec.2019		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	71,935	28.1	79,811	28.4	7,876	10.9
Distributors	44,125	17.2	44,296	15.8	171	0.4
Financial Institutions	56,314	22.0	61,305	21.8	4,990	8.9
Banks	17,263	6.7	18,971	6.8	1,708	9.9
Securities Firms	6,359	2.5	6,462	2.3	102	1.6
Shopping Credit/ Leasing Companies	10,288	4.0	12,872	4.6	2,584	25.1
Insurance Companies	22,402	8.8	22,998	8.2	595	2.7
Communications/ Transportation	43,832	17.1	50,726	18.1	6,894	15.7
Utilities	4,513	1.8	6,079	2.2	1,565	34.7
Services	24,622	9.6	27,573	9.8	2,950	12.0
Others	10,573	4.1	10,929	3.9	356	3.4
Total	255,917	100.0	280,722	100.0	24,804	9.7

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (Systems Development)

(Millions of yen)

	FY2018 Apr.2018-Dec.2018		FY2019 Apr.2019-Dec.2019		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	27,106	26.5	31,320	27.4	4,214	15.5
Distributors	11,111	10.9	12,402	10.9	1,290	11.6
Financial Institutions	40,204	39.3	42,637	37.4	2,433	6.1
Banks	12,485	12.2	13,483	11.8	998	8.0
Securities Firms	4,111	4.0	4,411	3.9	300	7.3
Shopping Credit/ Leasing Companies	5,476	5.4	6,290	5.5	814	14.9
Insurance Companies	18,131	17.7	18,451	16.2	319	1.8
Communications/ Transportation	11,324	11.1	12,964	11.4	1,640	14.5
Utilities	3,683	3.6	4,896	4.3	1,212	32.9
Services	5,652	5.5	6,190	5.4	537	9.5
Others	3,204	3.1	3,737	3.3	532	16.6
Total	102,288	100.0	114,149	100.0	11,860	11.6

* 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-Dec.2018		FY2019 Apr.2019-Dec.2019		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	31,660	32.0	34,146	32.2	2,485	7.9
Distributors	21,923	22.2	20,882	19.7	- 1,040	- 4.7
Financial Institutions	13,824	14.0	15,789	14.9	1,965	14.2
Banks	4,000	4.0	4,606	4.3	606	15.2
Securities Firms	1,958	2.0	1,637	1.5	- 320	- 16.4
Shopping Credit/ Leasing Companies	4,084	4.1	5,328	5.0	1,244	30.5
Insurance Companies	3,782	3.8	4,217	4.0	435	11.5
Communications/ Transportation	13,962	14.1	14,833	14.0	870	6.2
Utilities	563	0.6	814	0.8	251	44.6
Services	14,263	14.4	16,459	15.5	2,196	15.4
Others	2,771	2.8	3,018	2.8	246	8.9
Total	98,970	100.0	105,945	100.0	6,974	7.0

* 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-Dec.2018		FY2019 Apr.2019-Dec.2019		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	13,167	24.1	14,344	23.7	1,176	8.9
Distributors	11,090	20.3	11,011	18.2	- 78	- 0.7
Financial Institutions	2,285	4.2	2,877	4.7	592	25.9
Banks	777	1.4	881	1.5	104	13.4
Securities Firms	290	0.5	413	0.7	122	42.2
Shopping Credit/ Leasing Companies	728	1.3	1,253	2.1	525	72.1
Insurance Companies	488	0.9	328	0.5	- 159	- 32.7
Communications/ Transportation	18,545	33.9	22,929	37.8	4,383	23.6
Utilities	266	0.5	368	0.6	101	38.2
Services	4,706	8.6	4,923	8.1	216	4.6
Others	4,597	8.4	4,174	6.9	- 423	- 9.2
Total	54,659	100.0	60,627	100.0	5,968	10.9

* 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	Compo sition(%)	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
Total	90,967	100.0	7,833

Q2		
External sales	Compo sition(%)	Operating Profit
12,338	12.8	1,935
16,941	17.6	2,169
16,019	16.6	2,103
4,800	5.0	655
13,292	13.8	1,442
5,930	6.2	661
14,479	15.0	1,878
12,331	12.8	1,784
228	0.2	- 59
—	—	- 603
96,361	100.0	11,966

Q3		
External sales	Compo sition(%)	Operating Profit
12,387	13.3	1,676
14,609	15.6	1,565
16,210	17.4	2,177
4,653	5.0	813
13,360	14.3	1,709
5,475	5.9	220
14,210	15.2	1,603
12,240	13.1	1,868
245	0.3	- 12
—	—	- 543
93,393	100.0	11,079

1st half		
External sales	Compo sition(%)	Operating Profit
24,647	13.2	2,978
32,497	17.3	3,869
31,400	16.8	3,413
9,029	4.8	1,223
25,735	13.7	2,721
10,748	5.7	610
28,922	15.4	3,342
23,863	12.7	2,897
484	0.3	- 107
—	—	- 1,148
187,329	100.0	19,800

Q3 total		
External sales	Compo sition(%)	Operating income
37,034	13.2	4,655
47,106	16.8	5,435
47,611	17.0	5,591
13,683	4.9	2,037
39,095	13.9	4,431
16,224	5.8	830
43,133	15.4	4,945
36,103	12.9	4,765
729	0.3	- 120
—	—	- 1,692
280,722	100.0	30,879

FY2018	Q1		
	External sales	Compo sition(%)	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
Total	80,166	100.0	6,333

Q2		
External sales	Compo sition(%)	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
87,257	100.0	9,671

Q3		
External sales	Compo sition(%)	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
88,493	100.0	10,491

Q4		
External sales	Compo sition(%)	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
102,736	100.0	11,882

1st half		
External sales	Compo sition(%)	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
167,424	100.0	16,004

Q3 total		
External sales	Compo sition(%)	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
255,917	100.0	26,496

2nd half		
External sales	Compo sition(%)	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
191,230	100.0	22,373

Total		
External sales	Compo sition(%)	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
358,654	100.0	38,378

Increase/Decrease	Q1				Q2				Q3			
	External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit	
	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
Manufacturing & Telecommunication Systems Business	2,497	25.4	35	3.5	2,030	19.7	398	25.9	1,159	10.3	- 255	- 13.2
Distribution & Media Systems Business	1,644	11.8	231	15.7	1,504	9.7	539	33.1	- 648	- 4.2	246	18.7
Financial Systems Business	458	3.1	276	26.7	553	3.6	293	16.2	- 61	- 0.4	116	5.7
Global System Solutions & Innovation Business	763	22.0	0	0.1	1,050	28.0	57	9.6	650	16.2	73	9.9
Business Solutions	1,170	10.4	430	50.6	865	7.0	337	30.6	911	7.3	51	3.1
Mobility Systems	529	12.3	25	—	967	19.5	369	126.6	650	13.5	8	4.2
IT Platform Solutions	2,389	19.8	465	46.6	911	6.7	163	9.5	1,406	11.0	217	15.7
IT Management	1,299	12.7	107	10.7	1,218	11.0	203	12.9	736	6.4	197	11.8
Others	48	23.2	61	—	1	0.7	- 87	—	93	61.5	- 38	—
Adjustment	—	—	- 132	—	—	—	19	—	—	—	- 30	—
Total	10,801	13.5	1,500	23.7	9,104	10.4	2,295	23.7	4,899	5.5	587	5.6

1st half				Q3 total			
External Sales		Operating Profit		External Sales		Operating Profit	
Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
4,528	22.5	433	17.1	5,687	18.1	178	4.0
3,148	10.7	770	24.9	2,499	5.6	1,016	23.0
1,012	3.3	569	20.0	950	2.0	686	14.0
1,814	25.1	57	5.0	2,464	22.0	131	6.9
2,036	8.6	767	39.3	2,948	8.2	819	22.7
1,496	16.2	395	183.5	2,146	15.3	404	94.7
3,301	12.9	628	23.2	4,708	12.3	845	20.6
2,518	11.8	311	12.1	3,255	9.9	509	12.0
49	11.4	- 25	—	143	24.4	- 64	—
—	—	- 113	—	—	—	- 143	—
19,905	11.9	3,795	23.7	24,804	9.7	4,383	16.5

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2019	Incoming Orders	37,110	40,018	34,948		112,077	
	Backlog	35,293	36,506	35,747		35,747	
FY2018	Incoming Orders	36,466	36,163	37,199	39,083	109,829	148,913
	Backlog	30,609	32,575	33,838	35,118	33,838	35,118
Increase/Decrease	Incoming Orders	644	3,854	- 2,251		2,248	
	Backlog	4,684	3,930	1,908		1,908	

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2019	Incoming Orders	30,041	30,582	28,446		89,070	
	Backlog	83,689	78,479	71,831		71,831	
FY2018	Incoming Orders	29,591	30,284	26,885	53,524	86,761	140,286
	Backlog	79,075	76,226	69,354	87,717	69,354	87,717
Increase/Decrease	Incoming Orders	450	298	1,560		2,308	
	Backlog	4,614	2,252	2,477		2,477	

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2019	Incoming Orders	20,784	21,866	22,466		65,116	
	Backlog	15,374	15,478	19,209		19,209	
FY2018	Incoming Orders	18,322	18,832	25,432	27,209	62,587	89,796
	Backlog	11,574	10,481	17,113	14,552	17,113	14,552
Increase/Decrease	Incoming Orders	2,462	3,033	- 2,966		2,529	
	Backlog	3,799	4,996	2,095		2,095	

Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2019	Incoming Orders	87,936	92,467	85,860		266,265	
	Backlog	134,357	130,463	126,789		126,789	
FY2018	Incoming Orders	84,379	85,281	89,517	119,818	259,178	378,997
	Backlog	121,259	119,283	120,307	137,388	120,307	137,388
Increase/Decrease	Incoming Orders	3,557	7,186	- 3,657		7,086	
	Backlog	13,098	11,180	6,482		6,482	

*The backlog of Q3 and Q3 total of FY2019 includes the backlog of Minori Solutions Co., Ltd. Which is newly consolidated subsidiary as of December 19, 2019.

VIII Sales to Sumitomo Corporation and Sumitomo Group Companies

(Millions of yen)

	FY2018		FY2019		Increase/Decrease	
	Apr.2018-Dec.2018		Apr.2019-Dec.2019		Amount	Change(%)
	Amount	Composition(%)	Amount	Composition(%)		
Sumitomo Corporation	12,258	4.8	12,617	4.5	358	2.9
Sumitomo Group Companies	63,033	24.6	73,857	26.3	10,823	17.2

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

FY2019	Q1		Q2		Q3	
	Apr.2019-Jun.2019		Jul.2019-Sept.2019		Oct.2019-Dec.2019	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	90,967	100.0	96,361	100.0	93,393	100.0
Cost of Sales	69,256	76.1	71,211	73.9	69,159	74.1
Gross Profit	21,711	23.9	25,150	26.1	24,233	25.9
SG & A Expenses	13,877	15.3	13,183	13.7	13,154	14.1
Operating Profit	7,833	8.6	11,966	12.4	11,079	11.9
Ordinary Profit	8,131	8.9	12,205	12.7	11,140	11.9
Profit Before Income Taxes	8,002	8.8	11,991	12.4	12,827	13.7
Profit Attributable to Owners of Parent	5,542	6.1	8,254	8.6	9,253	9.9

1st half		Q3 total	
Apr.2019-Sept.2019		Apr.2019-Dec.2019	
Amount	Compo sition(%)	Amount	Compo sition(%)
187,329	100.0	280,722	100.0
140,467	75.0	209,627	74.7
46,861	25.0	71,095	25.3
27,061	14.4	40,215	14.3
19,800	10.6	30,879	11.0
20,337	10.9	31,477	11.2
19,993	10.7	32,821	11.7
13,796	7.4	23,049	8.2

【Forecast】 Total	
Apr.2019-Mar.2020	
Amount	Compo sition(%)
380,000	100.0
286,000	75.3
94,000	24.7
53,000	13.9
41,000	10.8
41,000	10.8
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	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
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		Q2		Q3	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net Sales	10,801	13.5	9,104	10.4	4,899	5.5
Cost of Sales	8,339	13.7	5,922	9.1	3,255	4.9
Gross Profit	2,461	12.8	3,181	14.5	1,644	7.3
SG & A Expenses	961	7.4	886	7.2	1,056	8.7
Operating Profit	1,500	23.7	2,295	23.7	587	5.6
Ordinary Profit	1,543	23.4	2,429	24.9	440	4.1
Profit Before Income Taxes	1,434	21.8	2,229	22.8	2,189	20.6
Profit Attributable to Owners of Parent	1,240	28.8	1,719	26.3	2,324	33.6

1st half		Q3 total	
Amount	Change(%)	Amount	Change(%)
19,905	11.9	24,804	9.7
14,261	11.3	17,516	9.1
5,643	13.7	7,287	11.4
1,847	7.3	2,904	7.8
3,795	23.7	4,383	16.5
3,972	24.3	4,413	16.3
3,664	22.4	5,853	21.7
2,959	27.3	5,284	29.7