



SCSK Corporation
Supplementary Information (Data Book)

2019/4/1 – 2020/3/31

Index

Financial Review (Consolidated)

I	Sales by Segment - Quarterly Trends	1
II	Sales by Customer Industry	2
III	Sales by Segment & Customer Industry (Systems Development)	3
IV	Sales by Segment & Customer Industry (System Maintenance and Operation/ Services)	4
V	Sales by Segment & Customer Industry (Packaged Software/Hardware Sales)	5
VI	External Sales and Segment Profit by Reported Segment	6
VII	Amount of Incoming Orders and Backlog by Segment	7
VIII	Sales to Sumitomo Corporation and Sumitomo Group Companies	7
IX	Quarterly Trends	8
X	Financial Statements	
	Consolidated Statements of Income, Cost of Sales, SG&A	9
	Consolidated Balance Sheets	10
	Consolidated Statements of Cash Flows	11

Financial Data

I	Results of Operations and Forecasts (Consolidated)	12
II	BPS, EPS and Other Key Financial Indicators (Consolidated)	13
III	Capital Expenditure, Depreciation & Amortization, R&D Expenses (Consolidated)	14
IV	Group Companies	15
V	Customers	16

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)

FY2019	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)
Net Sales	90,967	100.0	96,361	100.0	93,393	100.0	106,280	100.0	187,329	100.0	280,722	100.0	199,674	100.0	387,003	100.0
Systems Development	36,936	40.6	38,806	40.3	38,406	41.1	41,685	39.2	75,742	40.4	114,149	40.7	80,092	40.1	155,835	40.3
System Maintenance and Operation/ Services	34,068	37.5	35,793	37.1	36,083	38.6	37,484	35.3	69,862	37.3	105,945	37.7	73,567	36.8	143,429	37.1
Packaged Software/ Hardware Sales	19,962	21.9	21,761	22.6	18,903	20.2	27,110	25.5	41,724	22.3	60,627	21.6	46,014	23.0	87,738	22.7

FY2018	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)
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		Q4		1st half		Q3 total		2nd half		Total	
	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
Net Sales	10,801	13.5	9,104	10.4	4,899	5.5	3,543	3.4	19,905	11.9	24,804	9.7	8,443	4.4	28,348	7.9
Systems Development	4,781	14.9	4,608	13.5	2,470	6.9	3,881	10.3	9,390	14.2	11,860	11.6	6,352	8.6	15,742	11.2
System Maintenance and Operation/ Services	1,989	6.2	2,660	8.0	2,325	6.9	2,322	6.6	4,649	7.1	6,974	7.0	4,647	6.7	9,297	6.9
Packaged Software/ Hardware Sales	4,029	25.3	1,835	9.2	103	0.5	-2,660	-8.9	5,865	16.4	5,968	10.9	-2,557	-5.3	3,308	3.9

II Sales by Customer Industry

(Millions of yen)

	FY2018 Apr.2018-Mar.2019		FY2019 Apr.2019-Mar.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)
Manufacturers	100,525	28.0	111,497	28.8	10,972	10.9
Distributors	59,326	16.5	60,111	15.5	784	1.3
Financial Institutions	78,066	21.8	82,461	21.3	4,394	5.6
Banks	23,684	6.6	25,567	6.6	1,882	8.0
Securities Firms	7,903	2.2	8,517	2.2	613	7.8
Shopping Credit/ Leasing Companies	15,719	4.4	17,317	4.5	1,597	10.2
Insurance Companies	30,758	8.6	31,058	8.0	300	1.0
Communications/ Transportation	63,361	17.7	68,313	17.7	4,952	7.8
Utilities	6,741	1.9	8,614	2.2	1,872	27.8
Services	33,971	9.5	37,995	9.8	4,023	11.8
Others	16,661	4.6	18,011	4.7	1,349	8.1
Total	358,654	100.0	387,003	100.0	28,348	7.9

* We made a partial amendment in previously disclosed data.

III Sales by Segment & Customer Industry (System Development)

(Millions of yen)

	FY2018 Apr.2018-Mar.2019		FY2019 Apr.2019-Mar.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	37,206	26.6	42,536	27.3	5,329	14.3
Distributors	14,790	10.6	16,270	10.4	1,479	10.0
Financial Institutions	54,691	39.0	57,028	36.6	2,336	4.3
Banks	16,966	12.1	17,689	11.4	722	4.3
Securities Firms	5,290	3.8	5,903	3.8	612	11.6
Shopping Credit/ Leasing Companies	7,633	5.4	8,606	5.5	972	12.7
Insurance Companies	24,801	17.7	24,829	15.9	28	0.1
Communications/ Transportation	15,706	11.2	17,808	11.4	2,102	13.4
Utilities	5,532	3.9	6,783	4.4	1,250	22.6
Services	7,616	5.4	8,802	5.6	1,186	15.6
Others	4,548	3.2	6,605	4.2	2,057	45.2
Total	140,092	100.0	155,835	100.0	15,742	11.2

* 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-Mar.2019		FY2019 Apr.2019-Mar.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	42,969	32.0	46,370	32.3	3,401	7.9
Distributors	29,082	21.7	28,002	19.5	- 1,080	- 3.7
Financial Institutions	19,055	14.2	21,271	14.8	2,215	11.6
Banks	5,554	4.1	6,272	4.4	718	12.9
Securities Firms	2,294	1.7	2,165	1.5	- 128	- 5.6
Shopping Credit/ Leasing Companies	6,006	4.5	7,185	5.0	1,179	19.6
Insurance Companies	5,200	3.9	5,646	3.9	445	8.6
Communications/ Transportation	19,053	14.2	19,922	13.9	869	4.6
Utilities	798	0.6	1,118	0.8	319	40.0
Services	19,469	14.5	22,497	15.7	3,028	15.6
Others	3,703	2.8	4,246	3.0	542	14.7
Total	134,132	100.0	143,429	100.0	9,297	6.9

* 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-Mar.2019		FY2019 Apr.2019-Mar.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	change(%)
Manufacturers	20,349	24.1	22,589	25.7	2,240	11.0
Distributors	15,453	18.3	15,838	18.1	384	2.5
Financial Institutions	4,319	5.1	4,162	4.7	- 157	- 3.6
Banks	1,164	1.4	1,605	1.8	441	37.9
Securities Firms	319	0.4	448	0.5	129	40.5
Shopping Credit/ Leasing Companies	2,079	2.5	1,526	1.7	- 553	- 26.6
Insurance Companies	756	0.9	582	0.7	- 174	- 23.0
Communications/ Transportation	28,601	33.9	30,582	34.9	1,980	6.9
Utilities	410	0.5	712	0.8	302	73.7
Services	6,885	8.2	6,694	7.6	- 190	- 2.8
Others	8,410	10.0	7,159	8.2	- 1,251	- 14.9
Total	84,430	100.0	87,738	100.0	3,308	3.9

* 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			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	12,309	13.5	1,042	12,338	12.8	1,935	12,387	13.3	1,676	12,925	12.2	1,625	24,647	13.2	2,978	37,034	13.2	4,655	25,312	12.7	3,302	49,960	12.9
Distribution & Media Systems Business	15,556	17.1	1,699	16,941	17.6	2,169	14,609	15.6	1,565	15,275	14.4	1,891	32,497	17.3	3,869	47,106	16.8	5,435	29,884	15.0	3,457	62,382	16.1	7,326
Financial Systems Business	15,380	16.9	1,310	16,019	16.6	2,103	16,210	17.4	2,177	16,249	15.3	1,632	31,400	16.8	3,413	47,611	17.0	5,591	32,459	16.3	3,810	63,860	16.5	7,223
Global System Solutions & Innovation Business	4,229	4.6	567	4,800	5.0	655	4,653	5.0	813	4,566	4.3	555	9,029	4.8	1,223	13,683	4.9	2,037	9,220	4.6	1,369	18,249	4.7	2,592
Business Solutions	12,443	13.7	1,279	13,292	13.8	1,442	13,360	14.3	1,709	13,483	12.7	681	25,735	13.7	2,721	39,095	13.9	4,431	26,843	13.4	2,390	52,578	13.6	5,112
Mobility Systems	4,818	5.3	- 50	5,930	6.2	661	5,475	5.9	220	6,055	5.7	415	10,748	5.7	610	16,224	5.8	830	11,530	5.8	636	22,279	5.8	1,246
IT Platform Solutions	14,443	15.9	1,464	14,479	15.0	1,878	14,210	15.2	1,603	20,710	19.5	3,296	28,922	15.4	3,342	43,133	15.4	4,945	34,921	17.5	4,899	63,844	16.5	8,242
IT Management	11,531	12.7	1,113	12,331	12.8	1,784	12,240	13.1	1,868	12,354	11.6	1,681	23,863	12.7	2,897	36,103	12.9	4,765	24,594	12.3	3,549	48,457	12.5	6,447
Others	255	0.3	- 48	228	0.2	- 59	245	0.3	- 12	4,659	4.4	201	484	0.3	- 107	729	0.3	- 120	4,905	2.5	188	5,389	1.4	80
Adjustment	-	-	- 545	-	-	- 603	-	-	- 543	-	-	- 534	-	-	- 1,148	-	-	- 1,692	-	-	- 1,077	-	-	- 2,226
Total	90,967	100.0	7,833	96,361	100.0	11,966	93,393	100.0	11,079	106,280	100.0	11,446	187,329	100.0	19,800	280,722	100.0	30,879	199,674	100.0	22,526	387,003	100.0	42,326

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 income	External sales	Compo sition(%)	Operating income	External sales	Compo sition(%)	Operating income
	Manufacturing & Telecommunication Systems Business	9,812	12.2	1,007	10,307	11.8	1,536	11,227	12.7	1,932	12,022	11.7	1,832	20,119	12.0	2,544	31,347	12.2	4,476	23,249	12.2	3,764	43,369	12.1
Distribution & Media Systems Business	13,912	17.4	1,468	15,437	17.7	1,630	15,257	17.2	1,319	18,447	18.0	2,171	29,349	17.5	3,099	44,606	17.4	4,418	33,704	17.6	3,490	63,054	17.6	6,589
Financial Systems Business	14,922	18.6	1,034	15,465	17.7	1,809	16,272	18.4	2,061	17,272	16.8	2,444	30,387	18.2	2,844	46,660	18.2	4,905	33,544	17.5	4,505	63,932	17.8	7,349
Global System Solutions & Innovation Business	3,465	4.3	567	3,749	4.3	597	4,003	4.5	740	4,334	4.2	671	7,214	4.3	1,165	11,218	4.4	1,905	8,338	4.4	1,411	15,553	4.3	2,576
Business Solutions	11,272	14.1	849	12,426	14.2	1,104	12,448	14.1	1,658	12,682	12.3	1,403	23,698	14.2	1,953	36,147	14.1	3,612	25,131	13.1	3,062	48,829	13.6	5,016
Mobility Systems	4,289	5.4	- 76	4,963	5.7	291	4,824	5.5	211	5,473	5.3	- 692	9,252	5.5	215	14,077	5.5	426	10,298	5.4	- 481	19,550	5.5	- 265
IT Platform Solutions	12,053	15.0	998	13,568	15.5	1,715	12,803	14.5	1,385	20,432	19.9	3,063	25,621	15.3	2,714	38,425	15.0	4,099	33,236	17.4	4,449	58,857	16.4	7,163
IT Management	10,232	12.8	1,005	11,112	12.7	1,580	11,503	13.0	1,670	11,932	11.6	1,589	21,344	12.7	2,585	32,848	12.8	4,256	23,435	12.3	3,260	44,780	12.5	5,845
Others	207	0.3	- 110	227	0.3	27	152	0.2	26	139	0.1	- 30	434	0.3	- 82	586	0.2	- 56	291	0.2	- 4	726	0.2	- 86
Adjustment	-	-	- 412	-	-	- 623	-	-	- 512	-	-	- 571	-	-	- 1,035	-	-	- 1,548	-	-	- 1,084	-	-	- 2,120
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

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	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	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	903	7.5	- 206	- 11.3	4,528	22.5	433	17.1	5,687	18.1	178	4.0	2,062	8.9	- 461	- 12.3	6,591	15.2	- 28	- 0.4
Distribution & Media Systems Business	1,644	11.8	231	15.7	1,504	9.7	539	33.1	- 648	- 4.2	246	18.7	- 3,171	- 17.2	- 279	- 12.9	3,148	10.7	770	24.9	2,499	5.6	1,016	23.0	- 3,820	- 11.3	- 33	- 1.0	- 671	- 1.1	737	11.2
Financial Systems Business	458	3.1	276	26.7	553	3.6	293	16.2	- 61	- 0.4	116	5.7	- 1,022	- 5.9	- 811	- 33.2	1,012	3.3	569	20.0	950	2.0	686	14.0	- 1,084	- 3.2	- 695	- 15.4	- 71	- 0.1	- 125	- 1.7
Global System Solutions & Innovation Business	763	22.0	0	0.1	1,050	28.0	57	9.6	650	16.2	73	9.9	232	5.4	- 115	- 17.3	1,814	25.1	57	5.0	2,464	22.0	131	6.9	882	10.6	- 42	- 3.0	2,696	17.3	15	0.6
Business Solutions	1,170	10.4	430	50.6	865	7.0	337	30.6	911	7.3	51	3.1	800	6.3	- 722	- 51.5	2,036	8.6	767	39.3	2,948	8.2	819	22.7	1,712	6.8	- 671	- 21.9	3,749	7.7	96	1.9
Mobility Systems	529	12.3	25	-	967	19.5	369	126.6	650	13.5	8	4.2	582	10.6	1,108	-	1,496	16.2	395	183.5	2,146	15.3	404	94.7	1,232	12.0	1,117	-	2,728	14.0	1,512	-
IT Platform Solutions	2,389	19.8	465	46.6	911	6.7	163	9.5	1,406	11.0	217	15.7	278	1.4	233	7.6	3,301	12.9	628	23.2	4,708	12.3	845	20.6	1,685	5.1	450	10.1	4,986	8.5	1,078	15.1
IT Management	1,299	12.7	107	10.7	1,218	11.0	203	12.9	736	6.4	197	11.8	421	3.5	92	5.8	2,518	11.8	311	12.1	3,255	9.9	509	12.0	1,158	4.9	289	8.9	3,677	8.2	601	10.3
Others	48	23.2	61	-	1	0.7	- 87	-	93	61.5	- 38	-	4,519	3,236.0	231	-	49	11.4	- 25	-	143	24.4	- 64	-	4,613	1,581.3	192	-	4,662	642.2	166	-
Adjustment	-	-	- 132	-	-	-	19	-	-	-	- 30	-	-	-	36	-	-	-	- 113	-	-	-	- 143	-	-	-	6	-	-	-	- 106	-
Total	10,801	13.5	1,500	23.7	9,104	10.4	2,295	23.7	4,899	5.5	587	5.6	3,543	3.4	- 435	- 3.7	19,905	11.9	3,795	23.7	24,804	9.7	4,383	16.5	8,443	4.4	152	0.7	28,348	7.9	3,948	10.3

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	37,110	40,018	34,948	42,939	155,017
	Backlog	35,293	36,506	35,747	37,001	37,001
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	3,854	- 2,251	3,855	6,103
	Backlog	4,684	3,930	1,908	1,882	1,882

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	30,041	30,582	28,446	58,834	147,905
	Backlog	83,689	78,479	71,831	93,182	93,182
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	298	1,560	5,309	7,618
	Backlog	4,614	2,252	2,477	5,465	5,465

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	20,784	21,866	22,466	24,622	89,739
	Backlog	15,374	15,478	19,209	16,722	16,722
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	3,033	- 2,966	- 2,586	- 57
	Backlog	3,799	4,996	2,095	2,169	2,169

Total		Q1	Q2	Q3	Q4	Total
FY2019	Incoming Orders	87,936	92,467	85,860	126,396	392,662
	Backlog	134,357	130,463	126,789	146,905	146,905
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	7,186	- 3,657	6,578	13,664
	Backlog	13,098	11,180	6,482	9,517	9,517

*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 Apr.2018-Mar.2019		FY2019 Apr.2019-Mar.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Sumitomo Corporation	16,565	4.6	16,719	4.3	153	0.9
Sumitomo Group Companies	93,217	26.0	99,040	25.6	5,822	6.2

*Sumitomo Group includes Sumitomo Corporation and its Group Companies

IX Quarterly trends

(Millions of yen)

FY2019	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2019-Jun.2019		Jul.2019-Sept.2019		Oct.2019-Dec.2019		Jan.2020-Mar.2020		Apr.2019-Sept.2019		Apr.2019-Dec.2019		Oct.2019-Mar.2020		Apr.2019-Mar.2020	
	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	90,967	100.0	96,361	100.0	93,393	100.0	99,277	100.0	187,329	100.0	280,722	100.0	192,670	100.0	380,000	100.0
Cost of Sales	69,256	76.1	71,211	73.9	69,159	74.1	76,372	76.9	140,467	75.0	209,627	74.7	145,532	75.5	286,000	75.3
Gross Profit	21,711	23.9	25,150	26.1	24,233	25.9	22,904	23.1	46,861	25.0	71,095	25.3	47,138	24.5	94,000	24.7
SG & A Expenses	13,877	15.3	13,183	13.7	13,154	14.1	12,784	12.9	27,061	14.4	40,215	14.3	25,938	13.5	53,000	13.9
Operating Profit	7,833	8.6	11,966	12.4	11,079	11.9	10,120	10.2	19,800	10.6	30,879	11.0	21,199	11.0	41,000	10.8
Ordinary Profit	8,131	8.9	12,205	12.7	11,140	11.9	9,522	9.6	20,337	10.9	31,477	11.2	20,662	10.7	41,000	10.8
Profit Before Income Taxes	8,002	8.8	11,991	12.4	12,827	13.7	7,678	7.7	19,993	10.7	32,821	11.7	20,506	10.6	40,500	10.7
Profit Attributable to Owners of Parent	5,542	6.1	8,254	8.6	9,253	9.9	4,950	5.0	13,796	7.4	23,049	8.2	14,203	7.4	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		Q4		1st half		Q3 total		2nd half		Total	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net Sales	10,801	13.5	9,104	10.4	4,899	5.5	- 3,459	- 3.4	19,905	11.9	24,804	9.7	1,439	0.8	21,345	6.0
Cost of Sales	8,339	13.7	5,922	9.1	3,255	4.9	- 1,429	- 1.8	14,261	11.3	17,516	9.1	1,825	1.3	16,087	6.0
Gross Profit	2,461	12.8	3,181	14.5	1,644	7.3	- 2,029	- 8.1	5,643	13.7	7,287	11.4	- 385	- 0.8	5,257	5.9
SG & A Expenses	961	7.4	886	7.2	1,056	8.7	- 268	- 2.1	1,847	7.3	2,904	7.8	788	3.1	2,636	5.2
Operating Profit	1,500	23.7	2,295	23.7	587	5.6	- 1,761	- 14.8	3,795	23.7	4,383	16.5	- 1,173	- 5.2	2,621	6.8
Ordinary Profit	1,543	23.4	2,429	24.9	440	4.1	- 2,063	- 17.8	3,972	24.3	4,413	16.3	- 1,622	- 7.3	2,349	6.1
Profit Before Income Taxes	1,434	21.8	2,229	22.8	2,189	20.6	- 4,831	- 38.6	3,664	22.4	5,853	21.7	- 2,641	- 11.4	1,022	2.6
Profit Attributable to Owners of Parent	1,240	28.8	1,719	26.3	2,324	33.6	- 5,176	- 51.1	2,959	27.3	5,284	29.7	- 2,852	- 16.7	107	0.4

X Financial Statements

(Millions of yen)

	From Apr.1.2018 to Mar.31.2019		From Apr.1.2019 to Mar.31.2020		Increase/Decrease	
	Amount	%	Amount	%	Amount	%
I Net sales	358,654	100.0	387,003	100.0	28,348	7.9
II .Cost of sales	269,912	75.3	289,048	74.7	19,135	7.1
Gross profit	88,742	24.7	97,954	25.3	9,212	10.4
III .SG & A	50,363	14.0	55,628	14.4	5,264	10.5
Operating profit	38,378	10.7	42,326	10.9	3,948	10.3
IV .Non-operating income	1,061	0.3	1,280	0.3	219	20.7
Interest income	65		65		-0	
Dividends income	71		79		7	
Equity in earnings of affiliates	750		923		172	
Other	173		212		39	
V .Non-operating expenses	789	0.2	592	0.2	-196	-25.0
Interest expenses	115		123		8	
Loss on sales of investment securities	2		8		6	
Bond issuance cost	48		-		-48	
Subsidiary stock acquisition-related cost	495		342		-152	
Other	128		117		-10	
Ordinary income	38,650	10.8	43,014	11.1	4,364	11.3
VI .Extraordinary income	1,443	0.4	2,028	0.5	584	40.5
Gain on sales of non-current assets	371		10		-360	
Gain on sales of investment securities	1,024		331		-692	
Gain on sales of memberships	0		-		-0	
Gain on step acquisitions	47		1,556		1,509	
Gain on reversal of share acquisition rights	-		5		5	
Received settlement fee	-		123		123	
VII .Extraordinary loss	615	0.2	1,080	0.3	464	75.5
Loss on retirement of noncurrent assets	57		53		-3	
Loss on sales of noncurrent assets	44		6		-38	
Impairment loss	-		508		508	
Loss on sales of investment securities	1		-		-1	
Loss on valuation of investment securities	-		4		4	
Loss on sales of investment securities	0		0		-0	
Compensation expenses	294		505		210	
Loss on disaster	217		-		-217	
Loss on liquidation of subsidiaries	-		2		2	
Income before income taxes and minority interests	39,477	11.0	43,961	11.4	4,484	11.4
Income taxes - current	6,567	1.8	7,723	2.0	1,156	
Income taxes - deferred	4,221	1.2	4,943	1.3	721	
Total income taxes	10,788	3.0	12,666	3.3	1,878	
Profit	28,688	8.0	31,294	8.1	2,605	9.1
Profit attributable to non controlling interests	796	0.2	93	0.0	-703	
Profit attributable to owners of parent	27,892	7.8	31,201	8.1	3,309	11.9

Cost of sales

(Millions of yen)

	2019/3		2019/3		Increase/Decrease	
	Amount	%	Amount	%	Amount	YoY
Personnel expenses	80,046	38.0	84,743	37.3	4,696	5.9
Outsourcing expenses	98,899	46.9	110,869	48.7	11,970	12.1
Other expenses	31,855	15.1	31,832	14.0	-23	-0.1
Office rental and upkeep expenses	8,008	3.8	8,112	3.6	103	1.3
Depreciation	8,814	4.2	8,638	3.8	-176	-2.0
Materials expenses and others	2,357	1.1	1,768	0.8	-588	-25.0
Computer and related expenses	4,595	2.2	5,538	2.4	943	20.5
Communications expenses	2,457	1.2	2,176	1.0	-281	-11.4
Other	5,622	2.7	5,597	2.5	-24	-0.4
Total Production costs for the period	210,801	100.0	227,445	100.0	16,643	7.9
Transfer to other accounts	-3,999		-3,529		470	-11.8
Work in process Increase (-),decreases (+)	190		-301		-491	
Manufacturing costs (1)	206,992		223,614		16,621	8.0
Merchandise costs (2)	62,920		65,434		2,514	4.0
Total Cost of sales(1) + (2)	269,912	75.3	289,048	74.7	19,135	7.1

SG & A

(Millions of yen)

Personnel expenses	29,042	8.1	31,396	8.1	2,354	8.1
Office rental	3,316	0.9	3,473	0.9	156	4.7
Depreciation	1,619	0.5	1,619	0.4	-0	-0.0
Outsourcing expenses	2,504	0.7	2,570	0.7	66	2.6
Taxes	3,034	0.8	3,263	0.8	228	7.5
Other	10,846	3.0	13,305	3.4	2,458	22.7
Total SG&A expenses	50,363	14.0	55,628	14.4	5,264	10.5

Consolidated Balance Sheets

(Millions of yen)

(Millions of yen)

Accounting Period Accounts	2019/3/31		2020/3/31		Increase/ Decrease
	Amount	%	Amount	%	Amount
【ASSETS】					
Current assets					
Cash and deposits	21,170		32,072		10,902
Notes and accounts receivable - trade	74,698		78,828		4,130
Lease receivables and investment assets	334		340		5
Short term investment securities	0		299		299
Merchandise and finished goods	7,831		9,150		1,318
Work in process	360		671		310
Raw materials and supplies	117		133		16
Deposits paid	85,028		79,703		-5,325
Other	11,496		13,600		2,104
Allowance for doubtful accounts	-31		-48		-16
Total current assets	201,007	63.8	214,752	62.7	13,745
Non-current assets					
Property, plant and equipment					
Buildings and structures, net	43,566		44,587		1,020
Tools, furniture and fixtures, net	9,233		9,878		645
Land	14,169		14,204		34
Leased assets, net	1,552		1,384		-167
Construction in progress	2,310		4,745		2,434
Other, net	0		1		1
Total property, plant and equipment	70,833	22.5	74,801	21.8	3,968
Intangible assets					
Goodwill	53		13,889		13,836
Other	8,155		7,494		-660
Total intangible assets	8,208	2.6	21,384	6.2	13,175
Investments and other assets					
Investment securities	11,773		11,854		80
Long-term prepaid expenses	1,563		1,599		35
Lease and guarantee deposits	6,759		7,178		419
Deferred tax assets	13,709		10,044		-3,664
Other	1,042		918		-123
Allowance for doubtful accounts	-53		-50		3
Total investments and other assets	34,794	11.1	31,546	9.2	-3,248
Total non-current assets	113,837	36.2	127,732	37.3	13,895
Total assets	314,844	100.0	342,485	100.0	27,640

Accounting Period Accounts	2019/3/31		2020/3/31		Increase/ Decrease
	Amount	%	Amount	%	Amount
【LIABILITIES】					
Current liabilities					
Notes and accounts payable - trade	22,087		25,054		2,967
Short-term loans payable	15,000		15,400		400
Current portion of bonds	—		10,000		10,000
Lease obligations	843		836		-6
Income taxes payable	4,898		5,091		192
Provision for bonuses	5,910		6,972		1,062
Provision for directors' bonuses	57		65		7
Provision for loss on construction contracts	228		507		279
Other	23,499		29,960		6,460
Total current liabilities	72,525	23.0	93,889	27.4	21,364
Non-current liabilities					
Bonds payable	40,000		30,000		-10,000
Lease obligations	1,909		1,581		-328
Provision for directors' retirement benefits	20		11		-9
Net defined benefit liability	2,902		5,532		2,629
Asset retirement obligations	2,779		3,115		335
Long-term lease and guarantee deposits	154		156		1
Other	83		127		43
Total non-current liabilities	47,850	15.2	40,523	11.8	-7,326
Total liabilities	120,375	38.2	134,413	39.2	14,037
【NET ASSETS】					
Shareholders' equity					
Capital stock	21,152	6.7	21,152	6.2	—
Retained earnings	175,223	55.7	191,881	56.0	16,657
Treasury shares	-694	-0.2	-698	-0.2	-3
Total shareholders' equity	195,681	62.2	212,335	62.0	16,653
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	2,076	0.7	1,066	0.3	-1,010
Deferred gains or losses on hedges	-21	-0.0	23	0.0	44
Foreign currency translation adjustment	-182	-0.1	-197	-0.1	-15
Remeasurements of defined benefit plans	-4,141	-1.3	-5,547	-1.6	-1,405
Total accumulated other comprehensive income	-2,269	-0.7	-4,655	-1.4	-2,386
Subscription rights to shares	40	0.0	30	0.0	-10
Non-controlling interests	1,015	0.3	361	0.1	-653
Total net assets	194,468	61.8	208,072	60.8	13,603
Total liabilities and net assets	314,844	100.0	342,485	100.0	27,640

Statements of Cash Flows(Consolidated)

(Millions of yen)

	2019/3	2020/3	Increase/ Decrease
	2018/4-2019/3	2019/4-2020/3	
	Amount	Amount	Amount
I Cash flows from operating activities			
Income before income taxes and minority interests	39,477	43,961	4,484
Depreciation	10,530	10,358	-172
Amortization of goodwill	30	428	398
Impairment loss	—	508	508
Increase (decrease) in allowance for doubtful accounts	-76	11	87
Increase (decrease) in net defined benefit liability	-1,003	-1,142	-139
Loss on retirement of non-current assets	57	53	-3
Loss (gain) on sales of non-current assets	-326	-4	322
Loss (gain) on sales of investment securities	-1,020	-323	697
Share of loss (profit) of entities accounted for using equity method	-750	-923	-172
Loss (gain) on step acquisitions	-47	-1,556	-1,509
Interest and dividend income	-137	-144	-7
Received settlement fee	—	-123	-123
Interest expenses paid on loans and bonds	115	123	8
Compensation expenses	294	505	210
Loss on disaster	217	—	-217
Decrease (increase) in notes and accounts receivable - trade	-7,995	-1,584	6,411
Decrease (increase) in inventories	-2,213	-1,409	803
Increase (decrease) in notes and accounts payable - trade	2,078	2,231	153
Increase (decrease) in advances received	535	2,162	1,627
Increase (decrease) in accrued consumption taxes	-1,004	4,830	5,834
Other, net	1,241	-1,162	-2,403
Subtotal	40,002	56,805	16,803
Interest and dividend income received	327	381	54
Receipt Settlement received	—	123	123
Interest expenses paid	-114	-123	-8
Compensation expenses paid	-224	-385	-160
Payments for loss on disaster	-6	-191	-185
Income taxes (paid) refund	-6,472	-7,660	-1,187
Net cash provided by (used in) operating activities	33,511	48,950	15,438

(Millions of yen)

	2019/3	2020/3	Increase/ Decrease
	2018/4-2019/3	2019/4-2020/3	
	Amount	Amount	Amount
II Cash flows from investing activities			
Purchase of property, plant and equipment	-12,022	-9,721	2,300
Proceeds from sales of property, plant and equipment	8,168	1	-8,167
Purchase of intangible assets	-3,234	-3,183	51
Purchase of investment securities	-1,274	-2,102	-827
Proceeds from sales and redemption of investment securities	1,210	578	-631
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	-12,590	-12,590
Payments of short-term loans receivable	-208	-4	204
Collection of short-term loans receivable	154	5	-149
Proceeds from withdrawal of investments in partnership	113	49	-64
Payments for lease and guarantee deposits	-483	-511	-28
Proceeds from collection of lease and guarantee deposits	614	347	-267
Other, net	-199	-207	-7
Net cash provided by (used in) investing activities	-7,163	-27,338	-20,175
III Cash flows from financing activities			
Increase in short-term loans payable	15,000	15,300	300
Decrease in short-term loans payable	-10,000	-15,335	-5,335
Repayments of long-term loans payable	-5,000	-78	4,921
Proceeds from issuance of bonds	10,000	—	-10,000
Repayments of lease obligations	-615	-590	24
Purchase of treasury shares	-12	-14	-1
Proceeds from sales of treasury shares	2	1	-1
Cash dividends paid	-10,144	-11,967	-1,822
Dividends paid to non-controlling interests	-181	-55	125
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	-19,045	-3,569	15,476
Net cash provided by (used in) financing activities	-19,995	-16,309	3,686
IV Effect of exchange rate change on cash and cash equivalents	-21	-19	1
V Net increase (decrease) in cash and cash equivalents	6,330	5,281	-1,048
VI Cash and cash equivalents at beginning of period	99,797	106,198	6,401
VII Increase in cash and cash equivalents from newly consolidated subsidiary	70	214	144
VIII Cash and cash equivalents at end of period	106,198	111,695	5,496

Financial Data

I Results of Operations and Forecasts (Consolidated)

		(Millions of yen)								(Millions of yen)			
		2017/3		2018/3		2019/3		2020/3		2021/3 Forecasts ^{※1}		2020/3 reference ^{※2}	
		Amount (YoY %)	Compo sition(%)	Amount (YoY %)	Compo sition(%)	Amount (YoY %)	Compo sition(%)	Amount (YoY %)	Compo sition(%)	Amount (YoY %)	Compo sition(%)	Amount (YoY %)	Compo sition(%)
Sales		329,303 (1.7)	100.0	336,654 (2.2)	100.0	358,654 (6.5)	100.0	387,003 (7.9)	100.0	380,000 (- 1.8)	100.0	387,000	100.0
	Systems Development	127,051 (2.1)	38.6	128,387 (1.1)	38.1	140,092 (9.1)	39.1	155,835 (11.2)	40.3	-	-	-	-
	System Maintenance and Operation/Services	125,802 (5.6)	38.2	129,071 (2.6)	38.3	134,132 (3.9)	37.4	143,429 (6.9)	37.1	-	-	-	-
	Packaged Software/ Hardware Sales	73,147 (- 5.1)	22.2	76,247 (4.2)	22.6	84,430 (10.7)	23.5	87,738 (3.9)	22.7	-	-	-	-
	Prepaid Card Business	3,302 (2.6)	1.0	2,948 (- 10.7)	0.9	-	-	-	-	-	-	-	-
Cost of Sales		247,548 (0.7)	75.2	253,098 (2.2)	75.2	269,912 (6.6)	75.3	289,048 (7.1)	74.7	283,000 (- 2.6)	74.5	290,690	75.1
Gross Profit		81,754 (4.8)	24.8	83,555 (2.2)	24.8	88,742 (6.2)	24.7	97,954 (10.4)	25.3	97,000 (0.7)	25.5	96,310	24.9
SG&A Expenses		48,040 (3.9)	14.6	48,953 (1.9)	14.5	50,363 (2.9)	14.0	55,628 (10.5)	14.4	56,000 (- 0.6)	14.7	56,310	14.6
Operating Profit		33,714 (6.1)	10.2	34,602 (2.6)	10.3	38,378 (10.9)	10.7	42,326 (10.3)	10.9	41,000 (2.5)	10.8	40,000	10.3
Ordinary Profit		36,121 (7.5)	11.0	36,291 (0.5)	10.8	38,650 (6.5)	10.8	43,014 (11.3)	11.1	-	-	-	-
Profit Attributable to Owners of Parent		28,458 (5.6)	8.6	32,488 (14.2)	9.7	27,892 (- 14.1)	7.8	31,201 (11.9)	8.1	29,000 (2.5)	7.6	28,300	7.3
Sales Per Employee (JPY in thousands)		27,649		27,928		29,005		27,684		-		27,684	
Ordinary Profit Per Employee (JPY in thousands)		3,032		3,010		3,125		3,077		-		-	
Number of Employees		11,910		12,054		12,365		13,979		-		13,979	

* 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.

※1 The Company has chosen to adopt International Financial Reporting Standards (IFRS) effective April 1, 2020. Accordingly, the above consolidated financial forecasts for the fiscal year ending March 31, 2021, are based on IFRS standards.

※2 Unaudited reference value considering only major differences between IFRS and J-GAAP. This may change due to the results of accounting audits.

II BPS, EPS and other key financial indicators (Consolidated)

(Millions of yen)

	2017/3		2018/3		2019/3		2020/3		2021/3 (Forecasts) [※]	
	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)	Amount	change(%)
Capital Stock	21,152	-	21,152	-	21,152	-	21,152	-	-	-
Net Assets	173,674	14.6%	196,600	13.2%	194,468	-1.1%	208,072	7.0%	-	-
Total Assets	389,537	10.5%	303,914	-22.0%	314,844	3.6%	342,485	8.8%	-	-
Number of Shares Outstanding	107,986,403		104,181,803		104,181,803		104,181,803		-	
Average Number of Shares Outstanding	103,803,262		103,813,610		103,827,903		103,831,412		-	
BPS (Net Asset per share) (JPY)	1607.74		1822.54		1862.78		2000.16		-	
EPS (Earnings per share) (JPY)	274.16		312.95		268.64		300.50		278.70	
Equity Ratio (%)	42.8%		62.3%		61.4%		60.6%		-	
ROE (Return on Equity) (%)	18.2%		18.2%		14.6%		15.6%		-	
Cash Dividends Per Share (JPY)	90.00		95.00		100.00		130.00		130.00	
Interim Dividends Per Share (JPY)	42.50		47.50		50.00		65.00		65.00	
PER (Price Earning Ratio) (times)	16.1		14.7		18.4		16.0		-	
Stock Prices (yen)	4,420		4,595		4,935		4,815		-	
Payout Ratio (%)	33%		30%		37%		43%		47%	
Consolidated /Non-consolidated (times)	1.14		1.02		1.13		1.25		-	

※ The Company has chosen to adopt International Financial Reporting Standards (IFRS) effective April 1, 2020.

Accordingly, the above consolidated financial forecasts for the fiscal year ending March 31, 2021, are based on IFRS standards.

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

(Millions of yen)

	Actual				Forecasts
	(2016/4~2017/3) 2017/3	(2017/4~2018/3) 2018/3	(2018/4~2019/3) 2019/3	(2019/4~2020/3) 2020/3	(2020/4~2021/3) 2021/3
Capital Expenditure (tangible)	8,542	11,571	11,955	10,325	10,000
Capital Expenditure (software/other)	6,792	4,016	3,207	3,279	3,500
Depreciation (tangible)	5,720	5,803	6,138	6,978	7,000
Amortization (software/other)	3,251	5,441	4,391	3,379	3,500
Total	8,972	11,245	10,530	10,358	10,500
R&D Expenses	266	280	725	1,190	1,200

IV Group companies

	Number of Employees
SCSK Corporation	7,384

【Consolidated Subsidiaries】	Equity Ownership	Main Businesses	Number of Employees*
SCSK KYUSHU CORPORATION	100.0%	Software development and Information Processing	127
SCSK HOKKAIDO CORPORATION	100.0%	Software development and Information Processing	148
SCSK PRESCENDO CORPORATION	100.0%	BPO	50
JIEC Co., Ltd.	100.0%	Software development	833
SCSK USA Inc.	100.0%	Software development and Information Processing	83
SCSK Europe Ltd.	100.0%	Software development and Information Processing	80
SCSK Shanghai Ltd.	100.0%	Software development and Information Processing	67
SCSK Asia Pacific Pte. Ltd.	100.0%	Software development and Information Processing	71
PT SCSK Global Indonesia	100.0%	Software development and Information Processing	6
SCSK Myanmar Ltd.	100.0%	Software development and Information Processing	7
SCSK ServiceWare Corporation	100.0%	BPO	1,950
Skeed Co., Ltd.	100.0%	Software development	14
VeriServe Corporation	100.0%	Verification Services	985
Veriserve Okinawa Test Center Corporation	100.0%	Internet business related to international interconnection and inspection	82
CSI SOLUTIONS Corporation	100.0%	IT Management business	144
Allied Engineering Corporation	100.0%	Consulting, Packaged software development and sales	48
WinTechnology Corporation	100.0%	Software development	126
SCSK SYSTEM MANAGEMENT CORPORATION	100.0%	IT Management business	304
VA Linux Systems Japan K.K.	100.0%	Research and solution for Linux-based technologies	16
SDC Corporation	50.1%	Network services	19
Minori Solutions Co., Ltd.	100.0%	Software Development, System Operations Management, Product Sales	1,108
Gran Manibus Co.,LTD	94.3%	Consulting Service, Advanced Technology Solution	14
SCSK Nearshore Systems Corporation	100.0%	Software development and System Maintenance	313
Total Number of employees (consolidated)			13,979

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

ARGO GRAPHICS Inc.	21.8%	PLM Solutions Business
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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"> ▪ Toyota Motor Corporation ▪ Fuji Xerox Co., Ltd. 	<ul style="list-style-type: none"> ▪ Nippon Suisan Kaisha, Ltd. ▪ Honda Motor Co., Ltd. 	<ul style="list-style-type: none"> ▪ Panasonic Corporation
Distribution	<ul style="list-style-type: none"> ▪ Sumitomo Corporation 	<ul style="list-style-type: none"> ▪ CO-OP NET. 	
Financial Institution	<ul style="list-style-type: none"> ▪ MS&AD Insurance Group Holdings, Inc. ▪ Nippon Life Insurance Company ▪ Sumitomo Mitsui Financial Group, Inc. 	<ul style="list-style-type: none"> ▪ Sumitomo Mitsui Trust Bank, Limited ▪ Matsui Securities Co., Ltd. ▪ MUFG Bank, Ltd. 	<ul style="list-style-type: none"> ▪ Sampo Japan Nipponkoa Insurance Inc. ▪ Mizuho Financial Group, Inc.
Communication and Transportation	<ul style="list-style-type: none"> ▪ KDDI CORPORATION ▪ SoftBank Corp. 	<ul style="list-style-type: none"> ▪ Jupiter Telecommunications Co., Ltd. ▪ NIPPON TELEGRAPH AND TELEPHONE CORPORATION 	

*Listed in no particular order