



SCSK Corporation
Supplementary Information (Data Book)

2020/4/1 – 2020/6/30

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Financial Review (Consolidated)

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Caution Concerning Forward-Looking Statements

- This information is intended to provide information about the Group's performance and business strategy and is not intended to solicit the purchase or sale of shares in Group companies.
- Estimates, targets and outlooks included in this report are forward-looking statements based on information available as of the date of publication. Results and outcomes may differ materially from the forward-looking statements and no guarantee is made that targets will be reached. All such statements are subject to change without notice.
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*Since the fiscal yearending March 2021, the Company have been replacing the figures for the fiscal year ended March 2020 with those in International Financial Reporting Standards ("IFRS") from the Japanese standard("J-GAAP") because we have decided to apply IFRS. The figures of second quarter, third quarter, and fourth quarter of the fiscal yearended March 2020 are reference values that take into account only the major standard differences from J-GAAP.

Therefore, the figures may change depending on the results of the accounting audit.

I Sales by Segment

(Millions of yen)

		Q1	
		Amount	Composition(%)
FY2020	Net Sales	94,356	100.0
	Systems Development	38,664	41.0
	System Maintenance and Operation/ Services	36,851	39.1
	Packaged Software/ Hardware Sales	18,840	20.0

		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(%)
FY2019	Net Sales	91,331	100.0	95,932	100.0	93,650	100.0	104,381	100.0	187,263	100.0	280,914	100.0	198,032	100.0	385,295	100.0
	Systems Development	37,352	40.9	38,914	40.6	38,587	41.2	41,335	39.6	76,267	40.7	114,855	40.9	79,923	40.4	156,190	40.5
	System Maintenance and Operation/ Services	34,322	37.6	35,721	37.2	36,126	38.6	37,240	35.7	70,044	37.4	106,170	37.8	73,366	37.0	143,410	37.2
	Packaged Software/ Hardware Sales	19,656	21.5	21,295	22.2	18,936	20.2	25,806	24.7	40,951	21.9	59,888	21.3	44,742	22.6	85,694	22.2

Increase / Decrease		Q1	
		Amount	Change (%)
	Net Sales	3,025	3.3
	Systems Development	1,312	3.5
	System Maintenance and Operation/ Services	2,529	7.4
	Packaged Software/ Hardware Sales	- 815	- 4.1

II Sales by customer industry

(Millions of yen)

	FY2019 Apr.2019-Jun.2019		FY2020 Apr.2020-Jun.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	25,478	27.9	27,299	28.9	1,820	7.1
Distributors	14,809	16.2	15,143	16.0	334	2.3
Financial Institutions	19,913	21.8	20,877	22.1	963	4.8
Banks	6,249	6.8	6,653	7.1	403	6.5
Securities Firms	2,007	2.2	2,044	2.2	36	1.8
Shopping Credit/ Leasing Companies	4,062	4.4	4,531	4.8	469	11.5
Insurance Companies	7,593	8.3	7,647	8.1	53	0.7
Communications/ Transportation	16,335	17.9	14,618	15.5	- 1,717	- 10.5
Utilities	2,086	2.3	2,145	2.3	58	2.8
Services	8,750	9.6	9,939	10.5	1,188	13.6
Others	3,957	4.3	4,333	4.6	376	9.5
Total	91,331	100.0	94,356	100.0	3,025	3.3

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (System Development)

(Millions of yen)

	FY2019 Apr.2019-Jun.2019		FY2020 Apr.2020-Jun.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	10,003	26.8	11,139	28.8	1,135	11.4
Distributors	4,191	11.2	4,155	10.7	- 35	- 0.9
Financial Institutions	13,959	37.4	13,877	35.9	- 82	- 0.6
Banks	4,490	12.0	4,278	11.1	- 212	- 4.7
Securities Firms	1,220	3.3	1,342	3.5	121	10.0
Shopping Credit/ Leasing Companies	2,117	5.7	2,176	5.6	59	2.8
Insurance Companies	6,130	16.4	6,079	15.7	- 51	- 0.8
Communications/ Transportation	4,022	10.8	4,357	11.3	334	8.3
Utilities	1,681	4.5	1,591	4.1	- 89	- 5.3
Services	1,831	4.9	2,722	7.0	891	48.7
Others	1,662	4.5	820	2.1	- 841	- 50.6
Total	37,352	100.0	38,664	100.0	1,312	3.5

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2019 Apr.2019-Jun.2019		FY2020 Apr.2020-Jun.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	10,572	30.8	11,804	32.0	1,231	11.6
Distributors	6,868	20.0	6,872	18.6	4	0.1
Financial Institutions	5,165	15.0	5,713	15.5	547	10.6
Banks	1,474	4.3	1,833	5.0	359	24.4
Securities Firms	581	1.7	567	1.5	- 13	- 2.3
Shopping Credit/ Leasing Companies	1,754	5.1	1,889	5.1	134	7.7
Insurance Companies	1,355	3.9	1,422	3.9	67	5.0
Communications/ Transportation	4,885	14.2	5,074	13.8	188	3.9
Utilities	269	0.8	311	0.8	42	15.7
Services	5,343	15.6	5,946	16.1	602	11.3
Others	1,216	3.5	1,127	3.1	- 88	- 7.3
Total	34,322	100.0	36,851	100.0	2,529	7.4

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2019 Apr.2019-Jun.2019		FY2020 Apr.2020-Jun.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	4,902	24.9	4,355	23.1	- 546	- 11.2
Distributors	3,749	19.1	4,116	21.8	366	9.8
Financial Institutions	788	4.0	1,286	6.8	498	63.2
Banks	285	1.5	542	2.9	256	90.0
Securities Firms	205	1.0	134	0.7	- 71	- 34.7
Shopping Credit/ Leasing Companies	190	1.0	465	2.5	275	144.6
Insurance Companies	107	0.5	145	0.8	37	34.8
Communications/ Transportation	7,426	37.8	5,185	27.5	- 2,241	- 30.2
Utilities	135	0.7	241	1.3	106	78.2
Services	1,575	8.0	1,269	6.7	- 305	- 19.4
Others	1,078	5.5	2,385	12.7	1,307	121.3
Total	19,656	100.0	18,840	100.0	- 815	- 4.1

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2020	Q1		
	External Sales	Composition(%)	Operating Profit
Industrial IT Business	32,225	34.2	3,856
Financial IT Business	12,530	13.3	1,427
IT Business Solutions	12,669	13.4	1,426
IT Platform Solutions	18,805	19.9	2,251
IT Management Service	13,996	14.8	1,655
Others	4,043	4.3	102
Adjustment	85	0.1	- 441
Total	94,356	100.0	10,279

FY2019	Q1		
	External Sales	Composition(%)	Operating Profit
Industrial IT Business	31,334	34.3	2,902
Financial IT Business	12,823	14.0	1,126
IT Business Solutions	12,367	13.5	1,292
IT Platform Solutions	20,930	22.9	1,930
IT Management Service	12,871	14.1	1,572
Others	257	0.3	- 18
Adjustment	746	0.8	- 393
Total	91,331	100.0	8,412

Q2		
External Sales	Composition(%)	Operating Profit
33,044	34.4	4,636
13,246	13.8	1,835
13,220	13.8	1,442
22,484	23.4	2,627
13,741	14.3	2,116
232	0.2	- 60
- 37	- 0.0	- 608
95,932	100.0	11,989

Q3		
External Sales	Composition(%)	Operating Profit
32,206	34.4	3,859
13,372	14.3	1,854
13,214	14.1	1,712
20,236	21.6	2,024
13,730	14.7	2,310
248	0.3	4
642	0.7	- 513
93,650	100.0	11,252

Q4		
External Sales	Composition(%)	Operating Profit
34,124	32.7	3,245
13,203	12.6	692
13,319	12.8	428
26,746	25.6	3,627
13,791	13.2	1,489
4,665	4.5	- 19
- 1,468	- 1.4	- 1,071
104,381	100.0	8,393

1st half		
External Sales	Composition(%)	Operating Profit
64,379	34.4	7,539
26,069	13.9	2,962
25,587	13.7	2,735
43,414	23.2	4,557
26,613	14.2	3,688
490	0.3	- 79
708	0.4	- 1,002
187,263	100.0	20,402

Q3 total		
External Sales	Composition(%)	Operating Profit
96,585	34.4	11,399
39,441	14.0	4,816
38,802	13.8	4,447
63,651	22.7	6,582
40,343	14.4	5,998
738	0.3	- 74
1,351	0.5	- 1,515
280,914	100.0	31,654

2nd half		
External Sales	Composition(%)	Operating Profit
66,330	33.5	7,105
26,575	13.4	2,547
26,534	13.4	2,140
46,983	23.7	5,652
27,521	13.9	3,799
4,913	2.5	- 15
- 826	- 0.4	- 1,584
198,032	100.0	19,646

Total		
External Sales	Composition(%)	Operating Profit
130,710	33.9	14,645
52,644	13.7	5,509
52,121	13.5	4,876
90,397	23.5	10,210
54,134	14.1	7,488
5,404	1.4	- 94
- 117	- 0.0	- 2,586
385,295	100.0	40,048

Increase/Decrease	Q1			
	External Sales		Operating Profit	
	Amount	Change (%)	Amount	Change (%)
Industrial IT Business	890	2.8	953	32.9
Financial IT Business	- 292	- 2.3	300	26.7
IT Business Solutions	302	2.4	134	10.4
IT Platform Solutions	- 2,124	- 10.2	321	16.6
IT Management Service	1,124	8.7	83	5.3
Others	3,785	1,469.3	121	-
Adjustment	- 660	- 88.5	- 47	-
Total	3,025	3.3	1,866	22.2

*From April 1, 2020, the names of reportable segments have been changed from "Manufacturing & Telecommunication Systems Business", "Distribution & Media Systems Business", "Global System Solutions & Innovation Business", and "Mobility Systems" to "Industrial IT Business", "Financial Systems Business" to "Financial IT Business", "Business Solutions" to "IT Business Solutions", and "IT Management" to "IT Management Service".
On April 1, 2020, the Company absorption merged with JIEC Co., Ltd., and JIEC business, which had been included in the financial system, was divided into "Industrial IT Business," "Financial IT Business," "IT Business Solutions," and "IT Management Service." Segment information for the previous fiscal year is based on the new segmentation.

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Total
FY2020	Incoming Orders	38,543				
	Backlog	36,244				
FY2019	Incoming Orders	37,111	40,017	34,948	42,939	155,017
	Backlog	34,598	35,701	34,761	36,366	36,366
Increase/Decrease	Incoming Orders	1,431				
	Backlog	1,646				

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Total
FY2020	Incoming Orders	30,071				
	Backlog	86,343				
FY2019	Incoming Orders	30,041	30,582	28,446	58,834	147,905
	Backlog	83,358	78,219	71,529	93,123	93,123
Increase/Decrease	Incoming Orders	30				
	Backlog	2,984				

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Total
FY2020	Incoming Orders	15,124				
	Backlog	13,935				
FY2019	Incoming Orders	20,403	21,472	22,080	24,192	88,149
	Backlog	15,775	15,952	19,265	17,651	17,651
Increase/Decrease	Incoming Orders	- 5,278				
	Backlog	- 1,840				

Total		Q1	Q2	Q3	Q4	Total
FY2020	Incoming Orders	83,738				
	Backlog	136,523				
FY2019	Incoming Orders	87,556	92,073	85,475	125,966	391,071
	Backlog	133,732	129,873	125,556	147,141	147,141
Increase/Decrease	Incoming Orders	- 3,817				
	Backlog	2,790				

*The backlog of Q3 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

(Millions of yen)

	FY2019 Apr.2019-Jun.2019		FY2020 Apr.2020-Jun.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Sumitomo Corporation	4,193	4.6	4,773	5.1	579	13.8

IX Quarterly trends

(Millions of yen)

FY2020	Q1	
	Apr.2020-Jun.2020	
	Amount	Compo sition(%)
Net Sales	94,356	100.0
Cost of Sales	- 70,311	74.5
Gross Profit	24,045	25.5
SG & A Expenses	- 13,829	14.7
Other Income and Expenses	63	0.1
Operating Profit	10,279	10.9
Profit before Tax	10,474	11.1
Profit Attributable to Owners of Parent	7,260	7.7

【Forecast】 Total	
Apr.2020-Mar.2021	
Amount	Compo sition(%)
380,000	100.0
△ 283,000	74.5
97,000	25.5
△ 56,000	14.7
-	-
41,000	10.8
29,000	7.6

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	91,331	100.0	95,932	100.0	93,650	100.0	104,381	100.0	187,263	100.0	280,914	100.0	198,032	100.0	385,295	100.0
Cost of Sales	- 69,269	75.8	- 70,694	73.7	- 69,193	73.9	- 78,945	75.6	- 139,964	74.7	- 209,157	74.5	- 148,138	74.8	- 288,102	74.8
Gross Profit	22,061	24.2	25,237	26.3	24,457	26.1	25,436	24.4	47,299	25.3	71,756	25.5	49,893	25.2	97,192	25.2
SG & A Expenses	- 13,685	15.0	- 13,058	13.6	- 13,177	14.1	- 17,224	16.5	- 26,744	14.3	- 39,921	14.2	- 30,401	15.4	- 57,145	14.8
Other Income and Expenses	36	0.0	- 189	0.2	- 27	0.0	181	0.2	- 152	0.1	- 180	0.1	153	0.1	1	0.0
Operating Profit	8,412	9.2	11,989	12.5	11,252	12.0	8,393	8.0	20,402	10.9	31,654	11.3	19,646	9.9	40,048	10.4
Profit before Tax	8,712	9.5	12,132	12.6	11,290	12.1	8,443	8.1	20,845	11.1	32,135	11.4	19,733	10.0	40,578	10.5
Profit Attributable to Owners of Parent	6,101	6.7	8,394	8.8	7,806	8.3	6,462	6.2	14,496	7.7	22,302	7.9	14,269	7.2	28,765	7.5

Increase/Decrease	Q1	
	Amount	Change(%)
Net Sales	3,025	3.3
Cost of Sales	- 1,042	1.5
Gross Profit	1,983	9.0
SG & A Expenses	- 143	1.1
Other Income and Expenses	26	73.4
Operating Profit	1,866	22.2
Profit before Tax	1,762	20.2
Profit Attributable to Owners of Parent	1,159	19.0