



SCSK Corporation
Supplementary Information (Data Book)

2020/4/1 – 2020/12/31

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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 year ending 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.

I Sales by Segment

(Millions of yen)

FY2020		Q1		Q2		Q3	
		Amount	Composition(%)	Amount	Composition(%)	Amount	Composition(%)
	Net Sales	94,356	100.0	95,398	100.0	101,111	100.0
	Systems Development	38,664	41.0	39,809	41.7	41,373	40.9
	System Maintenance and Operation/ Services	36,851	39.1	37,672	39.5	38,369	37.9
	Packaged Software/ Hardware Sales	18,840	20.0	17,915	18.8	21,368	21.1

1st half		Q3 total	
Amount	Composition(%)	Amount	Composition(%)
189,755	100.0	290,866	100.0
78,474	41.4	119,847	41.2
74,524	39.3	112,893	38.8
36,756	19.4	58,125	20.0

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	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		Q2		Q3	
		Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
	Net Sales	3,025	3.3	- 533	- 0.6	7,460	8.0
	Systems Development	1,312	3.5	894	2.3	2,785	7.2
	System Maintenance and Operation/ Services	2,529	7.4	1,951	5.5	2,242	6.2
	Packaged Software/ Hardware Sales	- 815	- 4.1	- 3,379	- 15.9	2,431	12.8

1st half		Q3 total	
Amount	Change (%)	Amount	Change (%)
2,492	1.3	9,952	3.5
2,207	2.9	4,992	4.3
4,480	6.4	6,723	6.3
- 4,195	- 10.2	- 1,763	- 2.9

II Sales by customer industry

(Millions of yen)

	FY2019 Apr.2019-Dec.2019		FY2020 Apr.2020-Dec.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	79,692	28.4	84,598	29.1	4,905	6.2
Distributors	44,151	15.7	46,578	16.0	2,427	5.5
Financial Institutions	61,291	21.8	63,686	21.9	2,394	3.9
Banks	18,973	6.8	20,630	7.1	1,657	8.7
Securities Firms	6,443	2.3	6,010	2.1	- 432	- 6.7
Shopping Credit/ Leasing Companies	12,876	4.6	13,642	4.7	766	5.9
Insurance Companies	22,998	8.2	23,401	8.0	403	1.8
Communications/ Transportation	50,728	18.1	46,682	16.0	- 4,045	- 8.0
Utilities	6,079	2.2	6,014	2.1	- 64	- 1.1
Services	27,126	9.7	30,709	10.6	3,582	13.2
Others	11,844	4.2	12,596	4.3	752	6.4
Total	280,914	100.0	290,866	100.0	9,952	3.5

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (System Development)

(Millions of yen)

	FY2019 Apr.2019-Dec.2019		FY2020 Apr.2020-Dec.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	31,257	27.2	34,193	28.5	2,935	9.4
Distributors	12,402	10.8	13,301	11.1	898	7.2
Financial Institutions	42,627	37.1	42,181	35.2	- 445	- 1.0
Banks	13,485	11.7	13,193	11.0	- 291	- 2.2
Securities Firms	4,392	3.8	4,105	3.4	- 286	- 6.5
Shopping Credit/ Leasing Companies	6,297	5.5	6,414	5.4	116	1.9
Insurance Companies	18,451	16.1	18,468	15.4	16	0.1
Communications/ Transportation	12,965	11.3	14,104	11.8	1,139	8.8
Utilities	4,896	4.3	4,706	3.9	- 189	- 3.9
Services	6,282	5.5	8,353	7.0	2,071	33.0
Others	4,424	3.9	3,006	2.5	- 1,417	- 32.0
Total	114,855	100.0	119,847	100.0	4,992	4.3

* 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-Dec.2019		FY2020 Apr.2020-Dec.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	34,105	32.1	36,285	32.1	2,179	6.4
Distributors	20,735	19.5	20,791	18.4	55	0.3
Financial Institutions	15,787	14.9	17,828	15.8	2,040	12.9
Banks	4,606	4.3	5,950	5.3	1,344	29.2
Securities Firms	1,637	1.5	1,642	1.5	5	0.3
Shopping Credit/ Leasing Companies	5,326	5.0	5,779	5.1	452	8.5
Insurance Companies	4,217	4.0	4,455	3.9	237	5.6
Communications/ Transportation	14,834	14.0	15,141	13.4	307	2.1
Utilities	814	0.8	902	0.8	87	10.8
Services	16,659	15.7	18,511	16.4	1,851	11.1
Others	3,232	3.0	3,433	3.0	201	6.2
Total	106,170	100.0	112,893	100.0	6,723	6.3

* 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-Dec.2019		FY2020 Apr.2020-Dec.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	14,329	23.9	14,120	24.3	- 209	- 1.5
Distributors	11,012	18.4	12,486	21.5	1,473	13.4
Financial Institutions	2,876	4.8	3,676	6.3	799	27.8
Banks	881	1.5	1,486	2.6	605	68.6
Securities Firms	413	0.7	261	0.5	- 151	- 36.6
Shopping Credit/ Leasing Companies	1,252	2.1	1,448	2.5	196	15.7
Insurance Companies	328	0.5	478	0.8	149	45.4
Communications/ Transportation	22,929	38.3	17,436	30.0	- 5,492	- 24.0
Utilities	368	0.6	404	0.7	36	9.9
Services	4,184	7.0	3,844	6.6	- 339	- 8.1
Others	4,188	7.0	6,156	10.6	1,968	47.0
Total	59,888	100.0	58,125	100.0	- 1,763	- 2.9

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2	0	Q1			Q2			Q3			1st half			Q3 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 income
		32,225	34.2	3,856	32,248	33.8	4,061	32,614	32.3	4,161	64,474	34.0	7,918	97,088	33.4	12,079
		12,530	13.3	1,427	12,635	13.2	1,505	13,409	13.3	1,727	25,166	13.3	2,933	38,575	13.3	4,661
		12,669	13.4	1,426	13,793	14.5	1,304	13,596	13.4	1,684	26,463	13.9	2,731	40,060	13.8	4,415
		18,805	19.9	2,251	18,710	19.6	2,525	21,847	21.6	2,999	37,515	19.8	4,777	59,363	20.4	7,776
		13,996	14.8	1,655	14,169	14.9	1,848	15,232	15.1	2,240	28,165	14.8	3,504	43,398	14.9	5,744
		4,043	4.3	102	4,085	4.3	287	4,039	4.0	389	8,128	4.3	390	12,167	4.2	779
		85	0.1	- 441	- 245	- 0.3	- 595	371	0.4	- 422	- 159	- 0.1	- 1,036	212	0.1	- 1,459
		94,356	100.0	10,279	95,398	100.0	10,937	101,111	100.0	12,780	189,755	100.0	21,217	290,866	100.0	33,997

FY2	0	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 Profit	External sales	Compo sition(%)	Operating Profit
		31,334	34.3	2,902	33,044	34.4	4,636	32,011	34.2	3,805	33,929	32.5	3,177	64,379	34.4	7,539	96,391	34.3	11,345	65,940	33.3	6,983	130,320	33.8	14,522
		12,823	14.0	1,126	13,246	13.8	1,835	13,506	14.4	1,893	13,342	12.8	698	26,069	13.9	2,962	39,576	14.1	4,855	26,849	13.6	2,592	52,918	13.7	5,554
		12,367	13.5	1,292	13,220	13.8	1,442	13,214	14.1	1,712	13,319	12.8	421	25,587	13.7	2,735	38,802	13.8	4,447	26,534	13.4	2,133	52,121	13.5	4,869
		20,930	22.9	1,930	22,484	23.4	2,627	20,236	21.6	2,024	26,746	25.6	3,604	43,414	23.2	4,557	63,651	22.7	6,582	46,983	23.7	5,629	90,397	23.5	10,186
		12,871	14.1	1,572	13,741	14.3	2,116	13,789	14.7	2,324	13,847	13.3	1,065	26,613	14.2	3,688	40,402	14.4	6,013	27,636	14.0	3,390	54,250	14.1	7,079
		257	0.3	- 18	232	0.2	- 60	248	0.3	4	4,665	4.5	4	490	0.3	- 79	738	0.3	- 74	4,913	2.5	8	5,404	1.4	- 70
		746	0.8	- 393	- 37	- 0.0	- 608	642	0.7	- 631	- 1,468	- 1.4	- 460	708	0.4	- 1,002	1,351	0.5	- 1,633	- 826	- 0.4	- 1,091	- 117	- 0.0	- 2,094
		91,331	100.0	8,412	95,932	100.0	11,989	93,650	100.0	11,134	104,381	100.0	8,511	187,263	100.0	20,402	280,914	100.0	31,536	198,032	100.0	19,646	385,295	100.0	40,048

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 (%)
Industrial IT Business	890	2.8	953	32.9	- 796	- 2.4	- 575	- 12.4	602	1.9	355	9.3
Financial IT Business	- 292	- 2.3	300	26.7	- 610	- 4.6	- 330	- 18.0	- 97	- 0.7	- 165	- 8.7
IT Business Solutions	302	2.4	134	10.4	573	4.3	- 138	- 9.6	382	2.9	- 28	- 1.7
IT Platform Solutions	- 2,124	- 10.2	321	16.6	- 3,773	- 16.8	- 101	- 3.9	1,610	8.0	974	48.2
IT Management Service	1,124	8.7	83	5.3	428	3.1	- 267	- 12.6	1,442	10.5	- 84	- 3.6
Others	3,785	-	121	-	3,852	-	348	-	3,791	-	384	-
Adjustment	- 660	- 88.5	- 47	-	- 207	-	13	-	- 271	- 42.2	209	-
Total	3,025	3.3	1,866	22.2	- 533	- 0.6	- 1,051	- 8.8	7,460	8.0	1,646	14.8

1st half				Q3 total			
External Sales		Operating Profit		External Sales		Operating Profit	
Amount	Change (%)	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
94	0.1	378	5.0	697	0.7	734	6.5
- 902	- 3.5	- 29	- 1.0	- 1,000	- 2.5	- 194	- 4.0
875	3.4	- 4	- 0.2	1,258	3.2	- 32	- 0.7
- 5,898	- 13.6	219	4.8	- 4,287	- 6.7	1,194	18.1
1,552	5.8	- 184	- 5.0	2,995	7.4	- 269	- 4.5
7,637	-	469	-	11,429	-	853	-
- 868	-	- 34	-	- 1,139	- 84.3	174	-
2,492	1.3	814	4.0	9,952	3.5	2,461	7.8

*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	Q3 Total	Total
FY2020	Incoming Orders	38,543	41,755	39,118		119,417	
	Backlog	36,244	38,190	35,935		35,935	
FY2019	Incoming Orders	37,111	40,017	34,948	42,939	112,077	155,017
	Backlog	34,598	35,701	34,761	36,366	34,761	36,366
Increase/Decrease	Incoming Orders	1,431	1,737	4,170		7,339	
	Backlog	1,646	2,488	1,173		1,173	

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2020	Incoming Orders	30,071	34,893	31,337		96,302	
	Backlog	86,343	83,563	76,531		76,531	
FY2019	Incoming Orders	30,041	30,582	28,446	58,834	89,070	147,905
	Backlog	83,358	78,219	71,529	93,123	71,529	93,123
Increase/Decrease	Incoming Orders	30	4,310	2,891		7,231	
	Backlog	2,984	5,343	5,002		5,002	

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2020	Incoming Orders	15,124	19,527	29,688		64,340	
	Backlog	13,935	15,547	23,867		23,867	
FY2019	Incoming Orders	20,403	21,472	22,080	24,192	63,956	88,149
	Backlog	15,775	15,952	19,265	17,651	19,265	17,651
Increase/Decrease	Incoming Orders	- 5,278	- 1,944	7,607		384	
	Backlog	- 1,840	- 405	4,602		4,602	

Total		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2020	Incoming Orders	83,738	96,176	100,144		280,060	
	Backlog	136,523	137,301	136,335		136,335	
FY2019	Incoming Orders	87,556	92,073	85,475	125,966	265,104	391,071
	Backlog	133,732	129,873	125,556	147,141	125,556	147,141
Increase/Decrease	Incoming Orders	- 3,817	4,103	14,669		14,955	
	Backlog	2,790	7,427	10,778		10,778	

*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-Dec.2019		FY2020 Apr.2020-Dec.2020		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Sumitomo Corporation	12,617	4.5	13,844	4.8	1,227	9.7

IX Quarterly trends

(Millions of yen)

FY2020	Q1		Q2		Q3	
	Apr.2020-Jun.2020		Jul.2020-Sept.2020		Oct.2020-Dec.2020	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	94,356	100.0	95,398	100.0	101,111	100.0
Cost of Sales	- 70,311	74.5	- 70,529	73.9	- 74,619	73.8
Gross Profit	24,045	25.5	24,869	26.1	26,491	26.2
SG & A Expenses	- 13,829	14.7	- 13,947	14.6	- 13,750	13.6
Other Income and Expenses	0	0.0	0	0.0	39	0.0
Operating Profit	10,279	10.9	10,937	11.5	12,780	12.6
Profit before Tax	10,474	11.1	11,061	11.6	12,904	12.8
Profit Attributable to Owners of Parent	7,260	7.7	7,608	8.0	8,912	8.8

1st half		Q3 total	
Apr.2020-Sept.2020		Apr.2020-Dec.2020	
Amount	Compo sition(%)	Amount	Compo sition(%)
189,755	100.0	290,866	100.0
- 140,840	74.2	- 215,460	74.1
48,914	25.8	75,406	25.9
- 27,777	14.6	- 41,528	14.3
0	0.0	119	0.0
21,217	11.2	33,997	11.7
21,536	11.3	34,440	11.8
14,869	7.8	23,782	8.2

Total	
Apr.2020-Mar.2021	
Amount	Compo sition(%)
400,000	100.0
- 298,000	74.5
102,000	25.5
- 57,000	14.3
-	-
45,000	11.3
45,500	11.4
31,500	7.9

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	- 70,896	73.9	- 69,193	73.9	- 78,742	75.4	- 140,166	74.8	- 209,359	74.5	- 147,936	74.7	- 288,102	74.8
Gross Profit	22,061	24.2	25,035	26.1	24,457	26.1	25,638	24.6	47,096	25.2	71,554	25.5	50,096	25.3	97,192	25.2
SG & A Expenses	- 13,685	15.0	- 13,059	13.6	- 13,177	14.1	- 17,223	16.5	- 26,745	14.3	- 39,922	14.2	- 30,400	15.4	- 57,145	14.8
Other Income and Expenses	36	0.0	13	0.0	- 146	0.2	96	0.1	50	0.0	- 95	0.0	- 49	0.0	1	0.0
Operating Profit	8,412	9.2	11,989	12.5	11,134	11.9	8,511	8.2	20,402	10.9	31,536	11.2	19,646	9.9	40,048	10.4
Profit before Tax	8,712	9.5	12,136	12.7	11,173	11.9	8,556	8.2	20,848	11.1	32,022	11.4	19,729	10.0	40,578	10.5
Profit Attributable to Owners of Parent	6,101	6.7	8,398	8.8	7,689	8.2	6,575	6.3	14,499	7.7	22,189	7.9	14,265	7.2	28,765	7.5

Increase/Decrease	Q1		Q2		Q3	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net Sales	3,025	3.3	- 533	- 0.6	7,460	8.0
Cost of Sales	- 1,042	1.5	367	- 0.5	- 5,426	7.8
Gross Profit	1,983	9.0	- 165	- 0.7	2,034	8.3
SG & A Expenses	- 143	1.1	- 888	6.8	- 573	4.4
Other Income and Expenses	26	73.4	2	19.5	185	- 127.0
Operating Profit	1,866	22.2	- 1,051	- 8.8	1,646	14.8
Profit before Tax	1,762	20.2	- 1,074	- 8.9	1,730	15.5
Profit Attributable to Owners of Parent	1,159	19.0	- 789	- 9.4	1,223	15.9

1st half		Q3 total	
Amount	Change(%)	Amount	Change(%)
2,492	1.3	9,952	3.5
- 674	0.5	- 6,100	2.9
1,817	3.9	3,852	5.4
- 1,032	3.9	- 1,606	4.0
29	58.7	215	- 225.3
814	4.0	2,461	7.8
687	3.3	2,417	7.6
369	2.5	1,592	7.2