



SCSK Corporation
Supplementary Information (Data Book)

2021/4/1 – 2021/6/30

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Financial Review (Consolidated)

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- 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	
		Amount	Composition(%)
FY2021	Net Sales	99,210	100.0
	Systems Development	40,494	40.8
	System Maintenance and Operation/ Services	39,515	39.8
	Packaged Software/ Hardware Sales	19,200	19.4

		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(%)
FY2020	Net Sales	94,356	100.0	95,398	100.0	101,111	100.0	105,986	100.0	189,755	100.0	290,866	100.0	207,098	100.0	396,853	100.0
	Systems Development	38,664	41.0	39,809	41.7	41,373	40.9	43,243	40.8	78,474	41.4	119,847	41.2	84,616	40.9	163,090	41.1
	System Maintenance and Operation/ Services	36,851	39.1	37,672	39.5	38,369	37.9	39,624	37.4	74,524	39.3	112,893	38.8	77,994	37.7	152,518	38.4
	Packaged Software/ Hardware Sales	18,840	20.0	17,915	18.8	21,368	21.1	23,118	21.8	36,756	19.4	58,125	20.0	44,487	21.5	81,243	20.5

Increase / Decrease		Q1	
		Amount	Change (%)
	Net Sales	4,853	5.1
	Systems Development	1,830	4.7
	System Maintenance and Operation/ Services	2,664	7.2
	Packaged Software/ Hardware Sales	359	1.9

II Sales by customer industry

(Millions of yen)

	FY2020 Apr.2020-Jun.2020		FY2021 Apr.2021-Jun.2021		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	27,322	29.0	28,290	28.5	968	3.5
Distributors	15,044	15.9	15,599	15.7	554	3.7
Financial Institutions	20,892	22.1	22,413	22.6	1,521	7.3
Banks	6,663	7.1	7,665	7.7	1,001	15.0
Securities Firms	2,050	2.2	2,334	2.4	284	13.9
Shopping Credit/ Leasing Companies	4,531	4.8	4,331	4.4	- 200	- 4.4
Insurance Companies	7,647	8.1	8,082	8.1	435	5.7
Communications/ Transportation	14,617	15.5	15,901	16.0	1,283	8.8
Utilities	2,145	2.3	1,623	1.6	- 521	- 24.3
Services	9,945	10.5	11,217	11.3	1,271	12.8
Others	4,388	4.7	4,164	4.2	- 224	- 5.1
Total	94,356	100.0	99,210	100.0	4,853	5.1

* We made a partial amendment in previously disclosed data.

III Sales by segment & customer industry (System Development)

(Millions of yen)

	FY2020 Apr.2020-Jun.2020		FY2021 Apr.2021-Jun.2021		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	11,157	28.9	11,578	28.6	421	3.8
Distributors	4,131	10.7	3,832	9.5	- 299	- 7.2
Financial Institutions	13,889	35.9	14,926	36.9	1,036	7.5
Banks	4,286	11.1	5,067	12.5	781	18.2
Securities Firms	1,347	3.5	1,464	3.6	116	8.7
Shopping Credit/ Leasing Companies	2,176	5.6	2,060	5.1	- 116	- 5.4
Insurance Companies	6,079	15.7	6,334	15.6	255	4.2
Communications/ Transportation	4,357	11.3	4,910	12.1	553	12.7
Utilities	1,591	4.1	1,174	2.9	- 416	- 26.2
Services	2,721	7.0	3,164	7.8	442	16.2
Others	813	2.1	907	2.2	93	11.5
Total	38,664	100.0	40,494	100.0	1,830	4.7

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2020 Apr.2020-Jun.2020		FY2021 Apr.2021-Jun.2021		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	11,810	32.0	12,406	31.4	596	5.0
Distributors	6,849	18.6	7,131	18.0	282	4.1
Financial Institutions	5,713	15.5	6,408	16.2	694	12.2
Banks	1,833	5.0	2,174	5.5	340	18.6
Securities Firms	567	1.5	619	1.6	51	9.1
Shopping Credit/ Leasing Companies	1,889	5.1	2,005	5.1	115	6.1
Insurance Companies	1,422	3.9	1,608	4.1	186	13.1
Communications/ Transportation	5,074	13.8	5,166	13.1	92	1.8
Utilities	311	0.8	301	0.8	- 10	- 3.2
Services	5,949	16.1	6,703	17.0	754	12.7
Others	1,143	3.1	1,396	3.5	253	22.2
Total	36,851	100.0	39,515	100.0	2,664	7.2

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

	FY2020 Apr.2020-Jun.2020		FY2021 Apr.2021-Jun.2021		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	4,354	23.1	4,304	22.4	- 49	- 1.1
Distributors	4,063	21.6	4,635	24.1	571	14.1
Financial Institutions	1,289	6.8	1,078	5.6	- 210	- 16.3
Banks	543	2.9	423	2.2	- 120	- 22.2
Securities Firms	134	0.7	250	1.3	115	85.9
Shopping Credit/ Leasing Companies	465	2.5	266	1.4	- 199	- 42.8
Insurance Companies	145	0.8	138	0.7	- 6	- 4.6
Communications/ Transportation	5,185	27.5	5,824	30.3	638	12.3
Utilities	241	1.3	146	0.8	- 94	- 39.3
Services	1,274	6.8	1,349	7.0	75	5.9
Others	2,431	12.9	1,860	9.7	- 570	- 23.5
Total	18,840	100.0	19,200	100.0	359	1.9

* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2021	Q1		
	External Sales	Compo sition(%)	Operating Profit
Industrial IT Business	32,433	32.7	3,658
Financial IT Business	14,208	14.3	1,878
IT Business Solutions	13,845	14.0	1,449
IT Platform Solutions	19,994	20.2	2,292
IT Management Service	14,874	15.0	1,900
Others	3,921	4.0	234
Adjustment	- 67	- 0.1	- 527
Total	99,210	100.0	10,887

FY2020	Q1		
	External Sales	Compo sition(%)	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

Q2		
External Sales	Compo sition(%)	Operating Profit
32,248	33.8	4,061
12,635	13.2	1,505
13,793	14.5	1,304
18,710	19.6	2,525
14,169	14.9	1,848
4,085	4.3	287
- 245	- 0.3	- 595
95,398	100.0	10,937

Q3		
External Sales	Compo sition(%)	Operating Profit
32,614	32.3	4,161
13,409	13.3	1,727
13,596	13.4	1,684
21,847	21.6	2,999
15,232	15.1	2,240
4,039	4.0	389
371	0.4	- 422
101,111	100.0	12,780

Q4		
External Sales	Compo sition(%)	Operating Profit
34,683	32.7	4,053
14,192	13.4	1,582
14,723	13.9	1,168
23,568	22.2	3,521
14,843	14.0	1,577
4,194	4.0	506
- 219	- 0.2	- 528
105,986	100.0	11,880

1st half		
External Sales	Compo sition(%)	Operating Profit
64,474	34.0	7,918
25,166	13.3	2,933
26,463	13.9	2,731
37,515	19.8	4,777
28,165	14.8	3,504
8,128	4.3	390
- 159	- 0.1	- 1,036
189,755	100.0	21,217

Q3 total		
External Sales	Compo sition(%)	Operating Profit
97,088	33.4	12,079
38,575	13.3	4,661
40,060	13.8	4,415
59,363	20.4	7,776
43,398	14.9	5,744
12,167	4.2	779
212	0.1	- 1,459
290,866	100.0	33,997

2nd half		
External Sales	Compo sition(%)	Operating Profit
67,298	32.5	8,214
27,601	13.3	3,310
28,319	13.7	2,852
45,415	21.9	6,521
30,076	14.5	3,817
8,234	4.0	895
151	0.1	- 950
207,098	100.0	24,661

Total		
External Sales	Compo sition(%)	Operating Profit
131,772	33.2	16,132
52,768	13.3	6,243
54,783	13.8	5,583
82,931	20.9	11,298
58,242	14.7	7,321
16,362	4.1	1,285
- 7	- 0.0	- 1,987
396,853	100.0	45,878

Increase/Decrease	Q1			
	External Sales		Operating Profit	
	Amount	Change (%)	Amount	Change (%)
Industrial IT Business	207	0.6	- 197	- 5.1
Financial IT Business	1,677	13.4	451	31.6
IT Business Solutions	1,175	9.3	22	1.6
IT Platform Solutions	1,189	6.3	41	1.8
IT Management Service	878	6.3	244	14.8
Others	- 122	- 3.0	132	128.8
Adjustment	- 153	-	- 86	-
Total	4,853	5.1	607	5.9

VII Amount of Incoming Orders and Backlog by Segment

(Millions of yen)

Systems Development		Q1	Q2	Q3	Q4	Total
FY2021	Incoming Orders	39,798				
	Backlog	36,485				
FY2020	Incoming Orders	38,543	41,755	39,118	44,489	163,906
	Backlog	36,244	38,190	35,935	37,181	37,181
Increase/Decrease	Incoming Orders	1,255				
	Backlog	240				

System Maintenance and Operation/Services		Q1	Q2	Q3	Q4	Total
FY2021	Incoming Orders	32,053				
	Backlog	93,078				
FY2020	Incoming Orders	30,071	34,893	31,337	63,634	159,936
	Backlog	86,343	83,563	76,531	100,540	100,540
Increase/Decrease	Incoming Orders	1,982				
	Backlog	6,735				

Packaged Software/Hardware Sales		Q1	Q2	Q3	Q4	Total
FY2021	Incoming Orders	15,462				
	Backlog	21,811				
FY2020	Incoming Orders	15,124	19,527	29,688	24,800	89,141
	Backlog	13,935	15,547	23,867	25,549	25,549
Increase/Decrease	Incoming Orders	338				
	Backlog	7,876				

Total		Q1	Q2	Q3	Q4	Total
FY2021	Incoming Orders	87,314				
	Backlog	151,376				
FY2020	Incoming Orders	83,738	96,176	100,144	132,923	412,984
	Backlog	136,523	137,301	136,335	163,271	163,271
Increase/Decrease	Incoming Orders	3,575				
	Backlog	14,852				

VIII Sales to Sumitomo Corporation

(Millions of yen)

	FY2020 Apr.2020-Jun.2020		FY2021 Apr.2021-Jun.2021		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Sumitomo Corporation	4,773	5.1	4,816	4.9	42	0.9

IX Quarterly trends

(Millions of yen)

FY2021	Q1	
	Apr.2021-Jun.2021	
	Amount	Compo sition(%)
Net Sales	99,210	100.0
Cost of Sales	- 73,781	74.4
Gross Profit	25,428	25.6
SG & A Expenses	- 14,592	14.7
Other Income and Expenses	50	0.1
Operating Profit	10,887	11.0
Profit before Tax	11,130	11.2
Profit Attributable to Owners of Parent	7,703	7.8

【Forecast】 Total	
Apr.2021-Mar.2022	
Amount	Compo sition(%)
420,000	100.0
- 311,000	74.0
109,000	26.0
- 61,000	14.5
-	-
48,000	11.4
34,000	8.1

FY2020	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2020-Jun.2020		Jul.2020-Sept.2020		Oct.2020-Dec.2020		Jan.2021-Mar.2021		Apr.2020-Sept.2020		Apr.2020-Dec.2020		Oct.2020-Mar.2021		Apr.2020-Mar.2021	
	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	94,356	100.0	95,398	100.0	101,111	100.0	105,986	100.0	189,755	100.0	290,866	100.0	207,098	100.0	396,853	100.0
Cost of Sales	- 70,311	74.5	- 70,529	73.9	- 74,619	73.8	- 78,423	74.0	- 140,840	74.2	- 215,460	74.1	- 153,043	73.9	- 293,884	74.1
Gross Profit	24,045	25.5	24,869	26.1	26,491	26.2	27,562	26.0	48,914	25.8	75,406	25.9	54,054	26.1	102,969	25.9
SG & A Expenses	- 13,829	14.7	- 13,947	14.6	- 13,750	13.6	- 15,639	14.8	- 27,777	14.6	- 41,528	14.3	- 29,390	14.2	- 57,168	14.4
Other Income and Expenses	63	0.1	16	0.0	39	0.0	- 42	0.0	80	0.0	119	0.0	- 3	0.0	77	0.0
Operating Profit	10,279	10.9	10,937	11.5	12,780	12.6	11,880	11.2	21,217	11.2	33,997	11.7	24,661	11.9	45,878	11.6
Profit before Tax	10,474	11.1	11,061	11.6	12,904	12.8	12,117	11.4	21,536	11.3	34,440	11.8	25,021	12.1	46,557	11.7
Profit Attributable to Owners of Parent	7,260	7.7	7,608	8.0	8,912	8.8	9,653	9.1	14,869	7.8	23,782	8.2	18,566	9.0	33,435	8.4

Increase/Decrease	Q1	
	Amount	Change(%)
Net Sales	4,853	5.1
Cost of Sales	- 3,470	4.9
Gross Profit	1,383	5.8
SG & A Expenses	- 762	5.5
Other Income and Expenses	- 12	- 20.2
Operating Profit	607	5.9
Profit before Tax	655	6.3
Profit Attributable to Owners of Parent	443	6.1