



SCSK Corporation  
Supplementary Information (Data Book)

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2022/4/1 – 2022/12/31

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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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I Sales by Segment

(Millions of yen)

FY2022	Q1		Q2		Q3	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	104,417	100.0	108,682	100.0	109,924	100.0
Systems Development	41,238	39.5	44,569	41.0	45,827	41.7
System Maintenance and Operation/ Services	41,578	39.8	43,625	40.1	44,355	40.4
Packaged Software/ Hardware Sales	21,600	20.7	20,487	18.9	19,740	18.0

1st half		Q3 total	
Amount	Compo sition(%)	Amount	Compo sition(%)
213,099	100.0	323,024	100.0
85,807	40.3	131,635	40.8
85,204	40.0	129,559	40.1
42,087	19.8	61,828	19.1

FY2021	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	99,210	100.0	100,814	100.0	102,729	100.0	111,396	100.0	200,025	100.0	302,754	100.0	214,125	100.0	414,150	100.0
Systems Development	40,494	40.8	41,527	41.2	42,400	41.3	43,544	39.1	82,022	41.0	124,422	41.1	85,944	40.1	167,967	40.6
System Maintenance and Operation/ Services	39,515	39.8	40,420	40.1	40,592	39.5	41,879	37.6	79,935	40.0	120,527	39.8	82,471	38.5	162,407	39.2
Packaged Software/ Hardware Sales	19,200	19.4	18,866	18.7	19,736	19.2	25,972	23.3	38,067	19.0	57,803	19.1	45,709	21.3	83,776	20.2

Increase / Decrease	Q1		Q2		Q3	
	Amount	Change (%)	Amount	Change (%)	Amount	Change (%)
Net Sales	5,207	5.2	7,867	7.8	7,195	7.0
Systems Development	744	1.8	3,041	7.3	3,427	8.1
System Maintenance and Operation/ Services	2,062	5.2	3,205	7.9	3,763	9.3
Packaged Software/ Hardware Sales	2,399	12.5	1,620	8.6	4	0.0

1st half		Q3 total	
Amount	Change (%)	Amount	Change (%)
13,074	6.5	20,270	6.7
3,785	4.6	7,213	5.8
5,268	6.6	9,032	7.5
4,020	10.6	4,024	7.0

## II Sales by Customer Industry

(Millions of yen)

	FY2021 Apr.2021-Dec.2021		FY2022 Apr.2022-Dec.2022		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	87,335	28.8	95,258	29.5	7,922	9.1
Distributors	45,744	15.1	49,077	15.2	3,332	7.3
Financial Institutions	66,439	21.9	70,090	21.7	3,650	5.5
Banks	23,050	7.6	24,752	7.7	1,701	7.4
Securities Firms	7,160	2.4	6,916	2.1	- 244	- 3.4
Shopping Credit/ Leasing Companies	13,410	4.4	15,764	4.9	2,353	17.6
Insurance Companies	22,817	7.5	22,657	7.0	- 159	- 0.7
Communications/ Transportation	51,864	17.1	52,501	16.3	637	1.2
Utilities	4,813	1.6	5,632	1.7	819	17.0
Services	34,985	11.6	39,372	12.2	4,386	12.5
Others	11,569	3.8	11,091	3.4	- 478	- 4.1
<b>Total</b>	<b>302,754</b>	<b>100.0</b>	<b>323,024</b>	<b>100.0</b>	<b>20,270</b>	<b>6.7</b>

\* We made a partial amendment in previously disclosed data.

### III Sales by Segment & Customer Industry (Systems Development)

(Millions of yen)

	FY2021 Apr.2021-Dec.2021		FY2022 Apr.2022-Dec.2022		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	36,853	29.6	41,084	31.2	4,230	11.5
Distributors	12,244	9.8	13,530	10.3	1,286	10.5
Financial Institutions	44,236	35.6	44,495	33.8	259	0.6
Banks	15,212	12.2	15,549	11.8	337	2.2
Securities Firms	4,837	3.9	4,786	3.6	- 51	- 1.1
Shopping Credit/ Leasing Companies	6,696	5.4	7,180	5.5	484	7.2
Insurance Companies	17,490	14.1	16,978	12.9	- 511	- 2.9
Communications/ Transportation	14,768	11.9	14,535	11.0	- 233	- 1.6
Utilities	3,122	2.5	3,359	2.6	236	7.6
Services	10,138	8.1	11,522	8.8	1,384	13.7
Others	3,059	2.5	3,108	2.4	49	1.6
<b>Total</b>	<b>124,422</b>	<b>100.0</b>	<b>131,635</b>	<b>100.0</b>	<b>7,213</b>	<b>5.8</b>

\* We made a partial amendment in previously disclosed data.

#### IV Sales by Segment & Customer Industry (System Maintenance and Operation/Services)

(Millions of yen)

	FY2021 Apr.2021-Dec.2021		FY2022 Apr.2022-Dec.2022		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	37,713	31.3	40,827	31.5	3,113	8.3
Distributors	21,458	17.8	21,571	16.6	113	0.5
Financial Institutions	19,539	16.2	22,424	17.3	2,884	14.8
Banks	6,666	5.5	7,938	6.1	1,272	19.1
Securities Firms	1,891	1.6	1,975	1.5	83	4.4
Shopping Credit/ Leasing Companies	6,073	5.0	7,220	5.6	1,147	18.9
Insurance Companies	4,907	4.1	5,289	4.1	381	7.8
Communications/ Transportation	15,682	13.0	15,915	12.3	232	1.5
Utilities	1,229	1.0	1,648	1.3	418	34.0
Services	20,635	17.1	21,955	16.9	1,319	6.4
Others	4,269	3.5	5,218	4.0	949	22.2
<b>Total</b>	<b>120,527</b>	<b>100.0</b>	<b>129,559</b>	<b>100.0</b>	<b>9,032</b>	<b>7.5</b>

\* We made a partial amendment in previously disclosed data.

## V Sales by Segment & Customer Industry (Packaged Software/Hardware Sales)

(Millions of yen)

	FY2021 Apr.2021-Dec.2021		FY2022 Apr.2022-Dec.2022		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
Manufacturers	12,768	22.1	13,346	21.6	578	4.5
Distributors	12,042	20.8	13,975	22.6	1,933	16.1
Financial Institutions	2,664	4.6	3,170	5.1	506	19.0
Banks	1,171	2.0	1,263	2.0	92	7.9
Securities Firms	431	0.7	154	0.2	- 277	- 64.3
Shopping Credit/ Leasing Companies	641	1.1	1,363	2.2	721	112.6
Insurance Companies	419	0.7	389	0.6	- 30	- 7.2
Communications/ Transportation	21,413	37.0	22,050	35.7	637	3.0
Utilities	460	0.8	624	1.0	163	35.5
Services	4,212	7.3	5,894	9.5	1,682	39.9
Others	4,241	7.3	2,764	4.5	- 1,476	- 34.8
<b>Total</b>	<b>57,803</b>	<b>100.0</b>	<b>61,828</b>	<b>100.0</b>	<b>4,024</b>	<b>7.0</b>

\* We made a partial amendment in previously disclosed data.

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

(Millions of yen)

FY2022	Q1				Q2				Q3			
	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin
Industrial IT Business	33,701	32.3	3,521	10.4	36,590	33.7	4,711	12.9	37,187	33.8	4,844	13.0
Financial IT Business	14,242	13.6	1,883	13.2	14,542	13.4	2,074	14.3	14,840	13.5	1,951	13.1
IT Business Solutions	16,144	15.5	1,394	8.6	16,974	15.6	1,734	10.2	17,784	16.2	2,013	11.3
IT Platform Solutions	20,938	20.1	2,814	13.4	21,213	19.5	3,057	14.4	20,293	18.5	2,683	13.2
IT Management Service	13,862	13.3	1,056	7.6	13,792	12.7	1,456	10.6	14,271	13.0	1,745	12.2
Others	5,407	5.2	- 8	-0.2	5,582	5.1	279	5.0	5,560	5.1	406	7.3
Adjustment	119	0.1	- 723	-	- 15	-0.0	- 735	-	- 13	-0.0	- 979	-
Total	104,417	100.0	9,937	9.5	108,682	100.0	12,577	11.6	109,924	100.0	12,665	11.5

FY2022	1st half				Q3 total			
	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin
	70,292	33.0	8,233	11.7	107,479	33.3	13,077	12.2
	28,785	13.5	3,957	13.7	43,626	13.5	5,908	13.5
	33,119	15.5	3,128	9.4	50,903	15.8	5,141	10.1
	42,152	19.8	5,871	13.9	62,446	19.3	8,555	13.7
	27,655	13.0	2,512	9.1	41,926	13.0	4,257	10.2
	10,989	5.2	271	2.5	16,550	5.1	677	4.1
	104	0.0	- 1,459	-	91	0.0	- 2,438	-
Total	213,099	100.0	22,515	10.6	323,024	100.0	35,180	10.9

FY2021	Q1				Q2				Q3				Q4			
	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin
Industrial IT Business	31,381	31.6	3,709	11.8	32,956	32.7	4,346	13.2	33,121	32.2	4,128	12.5	34,743	31.2	4,453	12.8
Financial IT Business	14,208	14.3	1,958	13.8	13,644	13.5	1,698	12.4	13,934	13.6	1,753	12.6	14,738	13.2	1,697	11.5
IT Business Solutions	15,667	15.8	1,513	9.7	15,260	15.1	1,238	8.1	15,829	15.4	1,676	10.6	16,569	14.9	1,544	9.3
IT Platform Solutions	18,781	18.9	2,323	12.4	19,658	19.5	2,891	14.7	20,179	19.6	2,928	14.5	25,348	22.8	3,861	15.2
IT Management Service	13,836	13.9	1,654	12.0	13,835	13.7	1,711	12.4	13,798	13.4	1,731	12.5	14,002	12.6	1,371	9.8
Others	5,402	5.4	255	4.7	5,690	5.6	480	8.5	5,404	5.3	324	6.0	6,329	5.7	539	8.5
Adjustment	- 67	-0.1	- 527	-	- 233	-0.2	- 662	-	459	0.4	- 358	-	- 336	-0.3	- 686	-
Total	99,210	100.0	10,887	11.0	100,814	100.0	11,703	11.6	102,729	100.0	12,184	11.9	111,396	100.0	12,780	11.5

FY2021	1st half				Q3 total				2nd half				Total			
	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin	External Sales	Compo sition(%)	Operating Profit	Margin
	64,338	32.2	8,055	12.5	97,460	32.2	12,184	12.5	67,865	31.7	8,581	12.6	132,203	31.9	16,637	12.6
	27,853	13.9	3,656	13.1	41,788	13.8	5,409	12.9	28,673	13.4	3,450	12.0	56,526	13.6	7,107	12.6
	30,927	15.5	2,751	8.9	46,757	15.4	4,428	9.5	32,399	15.1	3,220	9.9	63,327	15.3	5,972	9.4
	38,440	19.2	5,214	13.6	58,620	19.4	8,142	13.9	45,528	21.3	6,789	14.9	83,969	20.3	12,003	14.3
	27,672	13.8	3,366	12.2	41,470	13.7	5,097	12.3	27,801	13.0	3,103	11.2	55,473	13.4	6,469	11.7
	11,092	5.5	736	6.8	16,497	5.4	1,060	6.4	11,734	5.5	863	7.4	22,826	5.5	1,599	7.0
	- 300	-0.2	- 1,190	-	158	0.1	- 1,548	-	123	0.1	- 1,044	-	- 177	-0.0	- 2,235	-
Total	200,025	100.0	22,590	11.3	302,754	100.0	34,774	11.5	214,125	100.0	24,965	11.7	414,150	100.0	47,555	11.5

Increase/Decrease	Q1				Q2				Q3			
	External Sales		Operating Profit		External Sales		Operating Profit		External Sales		Operating Profit	
	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)
Industrial IT Business	2,319	7.4	- 188	- 5.1	3,633	11.0	365	8.4	4,065	12.3	715	17.3
Financial IT Business	33	0.2	- 75	- 3.9	898	6.6	376	22.1	906	6.5	198	11.3
IT Business Solutions	477	3.0	- 118	- 7.9	1,714	11.2	496	40.1	1,954	12.3	336	20.1
IT Platform Solutions	2,157	11.5	491	21.1	1,554	7.9	166	5.7	113	0.6	- 244	- 8.3
IT Management Service	26	0.2	- 598	- 36.2	- 42	- 0.3	- 255	- 14.9	472	3.4	14	0.8
Others	4	0.1	- 263	-	- 107	- 1.9	- 201	- 41.8	155	2.9	82	25.3
Adjustment	187	-	- 195	-	217	-	- 72	-	- 472	-	- 621	-
Total	5,207	5.2	- 949	- 8.7	7,867	7.8	874	7.5	7,195	7.0	481	3.9

FY2021	1st half				Q3 total			
	External Sales		Operating Profit		External Sales		Operating Profit	
	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)	Amount	Rate(%)
	5,953	9.3	177	2.2	10,019	10.3	893	7.3
	931	3.3	300	8.2	1,837	4.4	498	9.2
	2,191	7.1	377	13.7	4,145	8.9	713	16.1
	3,711	9.7	657	12.6	3,825	6.5	413	5.1
	- 16	-0.1	- 853	- 25.4	455	1.1	- 839	- 16.5
	- 103	-0.9	- 464	- 63.2	52	0.3	- 382	- 36.1
	405	-	- 268	-	- 67	- 42.4	- 889	-
Total	13,074	6.5	- 75	- 0.3	20,270	6.7	405	1.2

※From FY2022, the method for classifying reportable segments has been revised in conjunction with the partial revision of the internal organization. In addition, SCSK NEC Data Center Management, Ltd., and SCSK Automotive H&S Corporation were established on April 1, 2022, and November 1, 2022, respectively. These companies have been included in the scope of consolidation and are contained within the IT Management Service segment and Industrial IT Business segment respectively. Segment information for FY2021 has been restated to reflect this change in reportable segments.



VII Amount of Incoming Orders and Backlog by Reported Segment - Quarterly Trends

(Millions of yen)

FY2022	Q1				Q2				Q3			
	External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)
Industrial IT Business	33,044	33.1	49,363	28.6	34,387	32.7	47,160	27.9	36,796	36.7	46,770	29.4
Financial IT Business	13,774	13.8	19,594	11.4	15,007	14.3	20,059	11.9	13,549	13.5	18,768	11.8
IT Business Solutions	13,938	14.0	32,467	18.8	16,145	15.4	31,637	18.7	15,826	15.8	29,679	18.6
IT Platform Solutions	22,661	22.7	37,249	21.6	18,778	17.9	34,814	20.6	17,146	17.1	31,667	19.9
IT Management Service	10,900	10.9	26,821	15.6	15,054	14.3	28,083	16.6	11,187	11.2	24,999	15.7
Others	5,415	5.4	6,594	3.8	5,781	5.5	6,792	4.0	5,778	5.8	7,010	4.4
Adjustment	—	—	306	0.2	—	—	321	0.2	—	—	335	0.2
Total	99,733	100.0	172,398	100.0	105,154	100.0	168,870	100.0	100,285	100.0	159,232	100.0

1st half				Q3 total			
External Sales	Compo sition(%)	Backlog	Compo sition(%)	External Sales	Compo sition(%)	Backlog	Compo sition(%)
67,432	32.9	47,160	27.9	104,228	34.2	46,770	29.4
28,782	14.0	20,059	11.9	42,332	13.9	18,768	11.8
30,083	14.7	31,637	18.7	45,909	15.0	29,679	18.6
41,439	20.2	34,814	20.6	58,586	19.2	31,667	19.9
25,954	12.7	28,083	16.8	37,142	12.2	24,999	15.7
11,196	5.5	6,792	4.0	16,974	5.6	7,010	4.4
—	—	321	0.2	—	—	335	0.2
204,888	100.0	168,870	100.0	305,174	100.0	159,232	100.0

FY2021	Q1				Q2				Q3				Q4			
	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
Industrial IT Business	27,171	31.1	41,902	27.7	31,987	29.7	40,933	25.9	30,509	29.6	38,320	24.2	46,443	35.8	50,021	28.2
Financial IT Business	14,572	16.7	16,642	11.0	14,234	13.2	17,231	10.9	14,910	14.4	18,206	11.5	16,594	12.8	20,062	11.3
IT Business Solutions	13,723	15.7	30,598	20.2	14,859	13.8	30,197	19.1	15,955	15.5	30,323	19.1	20,920	16.1	34,673	19.6
IT Platform Solutions	15,860	18.2	29,681	19.6	26,030	24.2	36,052	22.8	24,884	24.1	40,756	25.7	20,120	15.5	35,527	20.1
IT Management Service	11,098	12.7	25,381	16.8	14,853	13.8	26,398	16.7	11,758	11.4	24,358	15.4	19,428	15.0	29,784	16.8
Others	4,888	5.6	6,854	4.5	5,639	5.2	6,802	4.3	5,199	5.0	6,597	4.2	6,318	4.9	6,586	3.7
Adjustment	—	—	316	0.2	—	—	549	0.3	—	—	90	0.1	—	—	426	0.2
Total	87,314	100.0	151,376	100.0	107,603	100.0	158,165	100.0	103,217	100.0	158,653	100.0	129,824	100.0	177,082	100.0

1st half				Q3 total				2nd half				Total			
Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)	Incoming Orders	Compo sition(%)	Backlog	Compo sition(%)
59,159	30.4	40,933	25.9	89,668	30.1	38,320	24.2	76,953	33.0	50,021	28.2	136,112	31.8	50,021	28.2
28,806	14.8	17,231	10.9	43,716	14.7	18,206	11.5	31,504	13.5	20,062	11.3	60,310	14.1	20,062	11.3
28,583	14.7	30,197	19.1	44,538	14.9	30,323	19.1	36,876	15.8	34,673	19.6	65,459	15.3	34,673	19.6
41,891	21.5	36,052	22.8	66,775	22.4	40,756	25.7	45,004	19.3	35,527	20.1	86,895	20.3	35,527	20.1
25,951	13.3	26,398	16.7	37,709	12.6	24,358	15.4	31,186	13.4	29,784	16.8	57,137	13.4	29,784	16.8
10,527	5.4	6,802	4.3	15,726	5.3	6,597	4.2	11,517	4.9	6,586	3.7	22,045	5.2	6,586	3.7
—	—	549	0.3	—	—	90	0.1	—	—	426	0.2	—	—	426	0.2
194,918	100.0	158,165	100.0	298,135	100.0	158,653	100.0	233,042	100.0	177,082	100.0	427,960	100.0	177,082	100.0

Increase/Decrease	Q1				Q2				Q3			
	Incoming Orders		Backlog		Incoming Orders		Backlog		Incoming Orders		Backlog	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Industrial IT Business	5,872	21.6	7,461	17.8	2,400	7.5	6,227	15.2	6,287	20.6	8,449	22.0
Financial IT Business	-798	-5.5	2,952	17.7	773	5.4	2,828	16.4	-1,360	-9.1	561	3.1
IT Business Solutions	215	1.6	1,869	6.1	1,285	8.6	1,440	4.8	-129	-0.8	-643	-2.1
IT Platform Solutions	6,800	42.9	7,568	25.5	-7,251	-27.9	-1,237	-3.4	-7,737	-31.1	-9,088	-22.3
IT Management Service	-197	-1.8	1,440	5.7	201	1.4	1,684	8.4	-570	-4.9	641	2.6
Others	526	10.8	-259	-3.8	141	2.5	-9	-0.1	578	11.1	413	6.3
Adjustment	—	—	-9	-3.1	—	—	-227	-41.4	—	—	244	271.4
Total	12,419	14.2	21,022	13.9	-2,449	-2.3	10,705	6.8	-2,931	-2.8	578	0.4

1st half				Q3 total			
Incoming Orders		Backlog		Incoming Orders		Backlog	
Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
8,272	14.0	6,227	15.2	14,560	16.2	8,449	22.0
-24	-0.1	2,828	16.4	-1,384	-3.2	561	3.1
1,500	5.2	1,440	4.8	1,370	3.1	-643	-2.1
-451	-1.1	-1,237	-3.4	-8,188	-12.3	-9,088	-22.3
3	0.0	1,684	6.4	-567	-1.5	641	2.6
668	6.4	-9	-0.1	1,247	7.9	413	6.3
—	—	-227	-41.4	—	—	244	271.4
9,969	5.1	10,705	6.8	7,038	2.4	578	0.4

※From FY2022, the method for classifying reportable segments has been revised in conjunction with the partial revision of the internal organization. In addition, SCSK NEC Data Center Management, Ltd., and SCSK Automotive H&S Corporation were established on April 1, 2022, and November 1, 2022, respectively. These companies have been included in the scope of consolidation and are contained within the IT Management Service segment and Industrial IT Business segment respectively. Segment information for FY2021 has been restated to reflect this change in reportable segments.

**VIII Amount of Incoming Orders and Backlog by Segment**

(Millions of yen)

<b>Systems Development</b>		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2022	Incoming Orders	44,002	45,899	47,268		137,169	
	Backlog	43,421	44,751	46,191		46,191	
FY2021	Incoming Orders	39,798	43,605	43,995	44,043	127,399	171,443
	Backlog	36,485	38,563	40,158	40,657	40,158	40,657
Increase/Decrease	Incoming Orders	4,204	2,293	3,272		9,770	
	Backlog	6,936	6,187	6,032		6,032	

<b>System Maintenance and Operation/Services</b>		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2022	Incoming Orders	32,450	39,930	36,037		108,418	
	Backlog	99,579	95,883	87,565		87,565	
FY2021	Incoming Orders	32,053	37,477	33,977	67,064	103,508	170,572
	Backlog	93,078	90,136	83,521	108,706	83,521	108,706
Increase/Decrease	Incoming Orders	397	2,452	2,059		4,909	
	Backlog	6,500	5,746	4,043		4,043	

<b>Packaged Software/Hardware Sales</b>		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2022	Incoming Orders	23,280	19,325	16,980		59,585	
	Backlog	29,397	28,235	25,475		25,475	
FY2021	Incoming Orders	15,462	26,520	25,244	18,717	67,227	85,944
	Backlog	21,811	29,465	34,973	27,717	34,973	27,717
Increase/Decrease	Incoming Orders	7,817	- 7,195	- 8,264		- 7,641	
	Backlog	7,586	- 1,229	- 9,498		- 9,498	

<b>Total</b>		Q1	Q2	Q3	Q4	Q3 Total	Total
FY2022	Incoming Orders	99,733	105,154	100,285		305,174	
	Backlog	172,398	168,870	159,232		159,232	
FY2021	Incoming Orders	87,314	107,603	103,217	129,824	298,135	427,960
	Backlog	151,376	158,165	158,653	177,082	158,653	177,082
Increase/Decrease	Incoming Orders	12,419	- 2,449	- 2,931		7,038	
	Backlog	21,022	10,705	578		578	

**IX Sales to Sumitomo Corporation**

(Millions of yen)

	FY2021 Apr.2021-Dec.2021		FY2022 Apr.2022-Dec.2022		Increase/Decrease	
	Amount	Composition(%)	Amount	Composition(%)	Amount	Change(%)
	<b>Sumitomo Corporation</b>	13,282	4.4	13,495	4.2	212

X Quarterly Trends

(Millions of yen)

FY2022	Q1		Q2		Q3	
	Apr.2022-Jun.2022		Jul.2022-Sept.2022		Oct.2022-Dec.2022	
	Amount	Compo sition(%)	Amount	Compo sition(%)	Amount	Compo sition(%)
Net Sales	104,417	100.0	108,682	100.0	109,924	100.0
Cost of Sales	- 78,428	75.1	- 79,447	73.1	- 80,910	73.6
Gross Profit	25,989	24.9	29,235	26.9	29,013	26.4
SG & A Expenses	- 16,053	15.4	- 16,656	15.3	- 16,422	14.9
Other Income and Expenses	0	0.0	- 0	0.0	73	0.1
Operating Profit	9,937	9.5	12,577	11.6	12,665	11.5
Profit before Tax	10,100	9.7	13,338	12.3	13,418	12.2
Profit Attributable to Owners of Parent	7,006	6.7	9,220	8.5	9,267	8.4

1st half		Q3 total	
Apr.2022-Sept.2022		Apr.2022-Dec.2022	
Amount	Compo sition(%)	Amount	Compo sition(%)
213,099	100.0	323,024	100.0
- 157,875	74.1	- 238,785	73.9
55,224	25.9	84,238	26.1
- 32,709	15.3	- 49,132	15.2
0	0.0	73	0.0
22,515	10.6	35,180	10.9
23,439	11.0	36,858	11.4
16,226	7.6	25,494	7.9

【Forecast】 Total (*)	
Apr.2022-Mar.2023	
Amount	Compo sition(%)
445,000	100.0
- 327,000	73.5
118,000	26.5
- 66,000	14.8
-	-
52,000	11.7
54,000	12.1
37,500	8.4

FY2021	Q1		Q2		Q3		Q4		1st half		Q3 total		2nd half		Total	
	Apr.2021-Jun.2021		Jul.2021-Sept.2021		Oct.2021-Dec.2021		Jan.2022-Mar.2022		Apr.2021-Sept.2021		Apr.2021-Dec.2021		Oct.2021-Mar.2022		Apr.2021-Mar.2022	
	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	99,210	100.0	100,814	100.0	102,729	100.0	111,396	100.0	200,025	100.0	302,754	100.0	214,125	100.0	414,150	100.0
Cost of Sales	- 73,781	74.4	- 74,259	73.7	- 75,470	73.5	- 82,450	74.0	- 148,041	74.0	- 223,511	73.8	- 157,921	73.8	- 305,962	73.9
Gross Profit	25,428	25.6	26,554	26.3	27,258	26.5	28,945	26.0	51,983	26.0	79,242	26.2	56,204	26.2	108,187	26.1
SG & A Expenses	- 14,592	14.7	- 14,865	14.7	- 15,118	14.7	- 16,203	14.5	- 29,458	14.7	- 44,576	14.7	- 31,322	14.6	- 60,780	14.7
Other Income and Expenses	50	0.1	14	0.0	43	0.0	38	0.0	65	0.0	109	0.0	82	0.0	148	0.0
Operating Profit	10,887	11.0	11,703	11.6	12,184	11.9	12,780	11.5	22,590	11.3	34,774	11.5	24,965	11.7	47,555	11.5
Profit before Tax	11,130	11.2	11,727	11.6	12,298	12.0	13,159	11.8	22,857	11.4	35,156	11.6	25,458	11.9	48,315	11.7
Profit Attributable to Owners of Parent	7,703	7.8	8,080	8.0	8,472	8.2	9,212	8.3	15,784	7.9	24,257	8.0	17,685	8.3	33,470	8.1

Increase/Decrease	Q1		Q2		Q3	
	Amount	Change(%)	Amount	Change(%)	Amount	Change(%)
Net Sales	5,207	5.2	7,867	7.8	7,195	7.0
Cost of Sales	- 4,646	6.3	- 5,187	7.0	- 5,439	7.2
Gross Profit	560	2.2	2,680	10.1	1,755	6.4
SG & A Expenses	- 1,460	10.0	- 1,790	12.0	- 1,304	8.6
Other Income and Expenses	- 50	- 98.4	- 15	- 104.7	29	68.0
Operating Profit	- 949	- 8.7	874	7.5	481	3.9
Profit before Tax	- 1,029	- 9.2	1,611	13.7	1,119	9.1
Profit Attributable to Owners of Parent	- 697	- 9.1	1,140	14.1	794	9.4

1st half		Q3 total	
Amount	Change(%)	Amount	Change(%)
13,074	6.5	20,270	6.7
- 9,833	6.6	- 15,273	6.8
3,241	6.2	4,996	6.3
- 3,251	11.0	- 4,555	10.2
- 65	- 99.8	- 35	- 32.4
- 75	- 0.3	405	1.2
582	2.5	1,702	4.8
442	2.8	1,237	5.1

\*Revised on Jan. 31, 2023

XI Financial Statements  
Consolidated Statements of Income

	(Millions of yen)						Cost of Sales (Millions of yen)					
	From Apr.1.2021 to Dec.31.2021		From Apr.1.2022 to Dec.31.2022		Increase/Decrease		From Apr.1.2021 to Dec.31.2021		From Apr.1.2022 to Dec.31.2022		Increase/Decrease	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	YoY
I Net sales	302,754	100.0	323,024	100.0	20,270	6.7						
II. Cost of sales	-223,511	-73.8	-238,785	-73.9	-15,273	6.8						
Gross profit	79,242	26.2	84,238	26.1	4,996	6.3						
III.SG & A	-44,576	-14.7	-49,132	-15.2	-4,555	10.2						
IV.Other income	216	0.1	200	0.1	-15	-7.3						
V.Other expenses	-106	-0.0	-126	-0.0	-19	18.5						
Operating profit	34,774	11.5	35,180	10.9	405	1.2						
VI.Finance income	91	0.0	1,328	0.4	1,236	-						
VII.Finance costs	-462	-0.2	-452	-0.1	9	-2.1						
VIII.Share of profit (loss) of investments accounted for using equity method	752	0.2	802	0.2	50	6.7						
Profit before tax	35,156	11.6	36,858	11.4	1,702	4.8						
IX.Income tax expense	-10,878	-3.6	-11,349	-3.5	-471	4.3						
Profit	24,278	8.0	25,508	7.9	1,230	5.1						
X.Profit attributable to												
Owners of parent	24,257	8.0	25,494	7.9	1,237	5.1						
Non-controlling interests	20	0.0	13	0.0	-7	-34.1						

  

SG & A (Millions of yen)												
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	YoY
Employee benefits expenses	24,945	8.2	26,854	8.3	1,908	7.6						
Office rental	301	0.1	305	0.1	3	1.3						
Depreciation of right-of-use assets	2,899	1.0	2,669	0.8	-230	-7.9						
Other depreciation and amortization	1,526	0.5	1,510	0.5	-15	-1.0						
Outsourcing expenses	2,460	0.8	2,751	0.9	290	11.8						
Taxes	2,253	0.7	2,229	0.7	-24	-1.1						
Other	10,188	3.4	12,811	4.0	2,622	25.7						
Total SG&A expenses	44,576	14.7	49,132	15.2	4,555	10.2						