

Management Plan

SCSK Corporation

Nobuhide Nakaido
Chairman & CEO

October 31, 2011

- 1. Company name and corporate philosophy**
 - 2. Integration process and schedule**
 - 3. Core strategies**
 - 4. Management targets**
- (Reference material)**

1. Company name and corporate philosophy

2. Integration process and schedule

3. Core strategies

4. Management targets

(Reference material)

- Company Name SCSK Corporation
- Background
 - Integration of SCS and CSK
 - CS indicates “Computer Service”
= core business in IT services
 - CS indicates we pursue “Customer Satisfaction”



■ Our mission

Create Our Future of Dreams

We create our future of dreams
by establishing value
based on our customers' trust.

■ Our promises

● **Respecting each other**

We realize our potential by respecting each other.

● **Providing excellent service utilizing reliable technology**

We delight customers through our service based on reliable technology and passion.

● **Sustaining growth from a global and future perspective**

We, with our stakeholders, pursue sustainable growth for the world and the future.

1. Company name and corporate philosophy

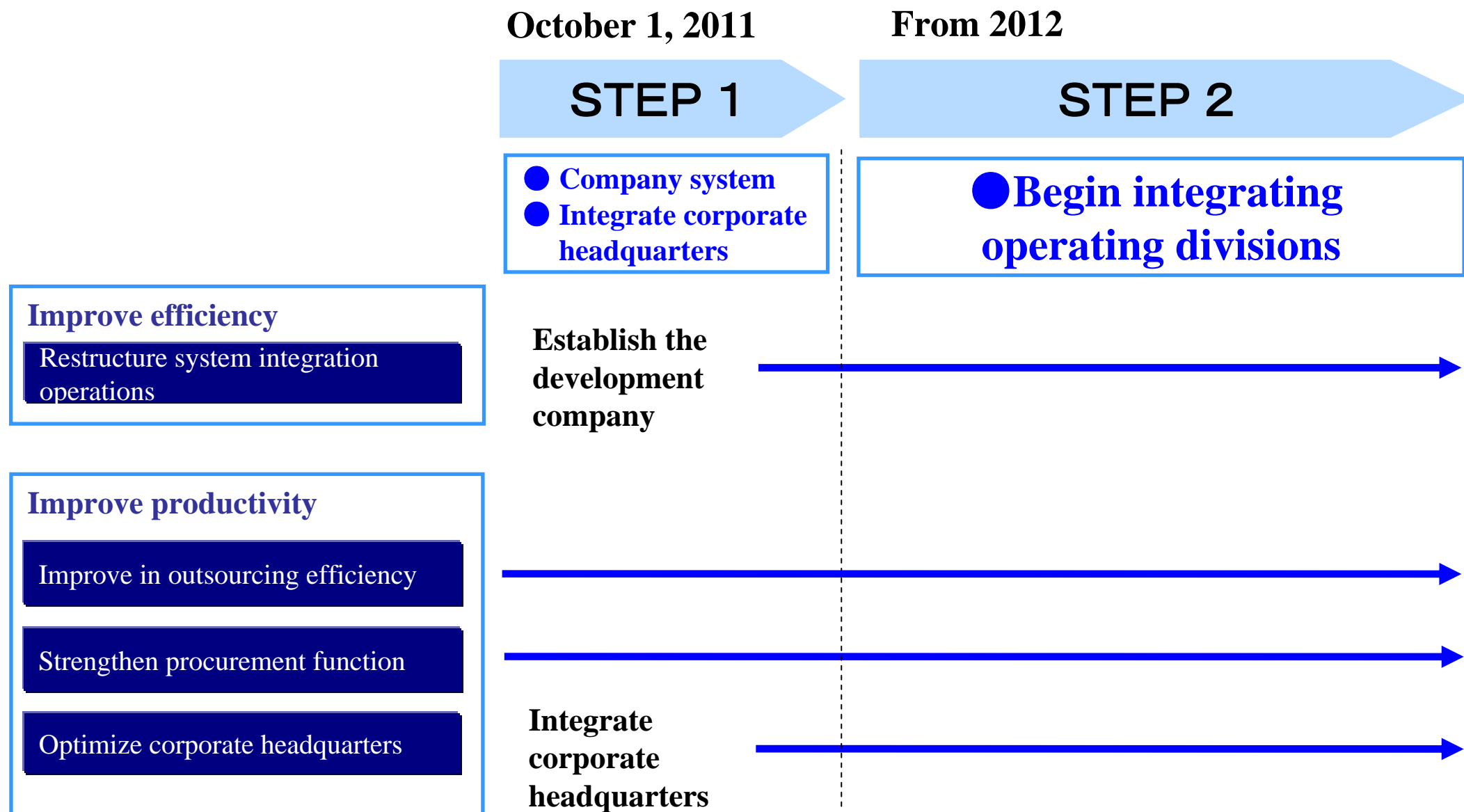
2. Integration process and schedule

3. Core strategies

4. Management targets

(Reference material)

Integration process and schedule



1. Company name and corporate philosophy
 2. Integration process and schedule
 - 3. Core strategies**
 4. Management targets
- (Reference material)

(1) Expand customer base and service offering

Pursue cross-selling

(2) Strengthen cloud solution business

(3) Expand global solution business

(4) Boost operational effectiveness

Restructure systems integration operations

(5) Increase operational productivity

(1) Expand customer base and service offering
Pursue cross-selling

Significantly expand customer base—only 20% overlap

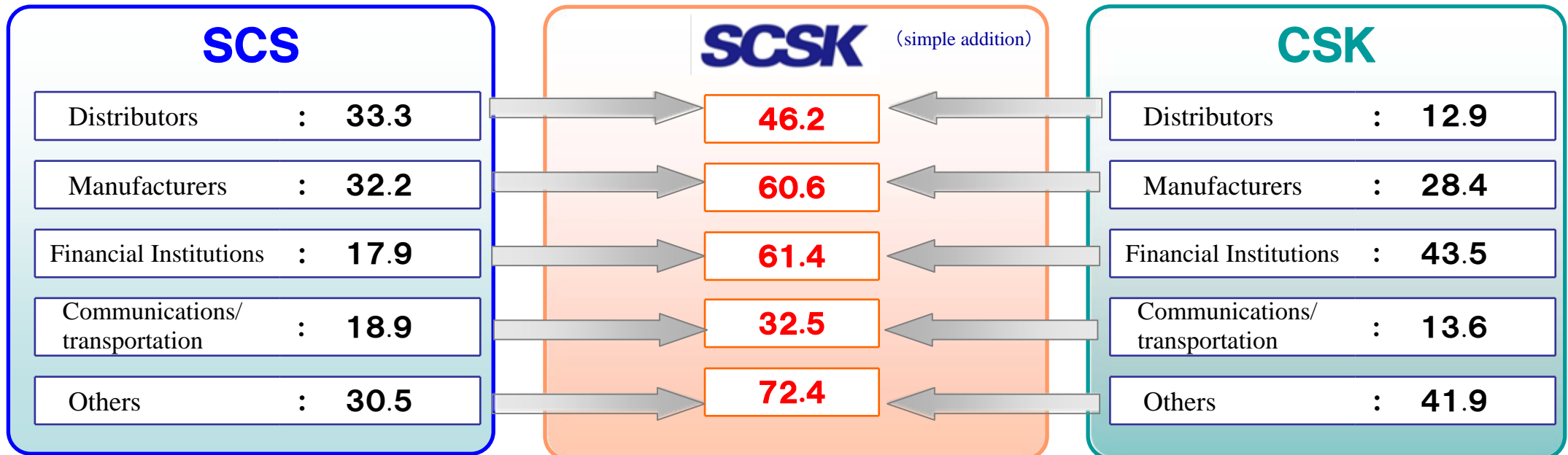
SCS customers

20%

CSK customers

Strengthen presence in distributors, manufacturers, finance institutions and other target areas

Sales (billion yen)



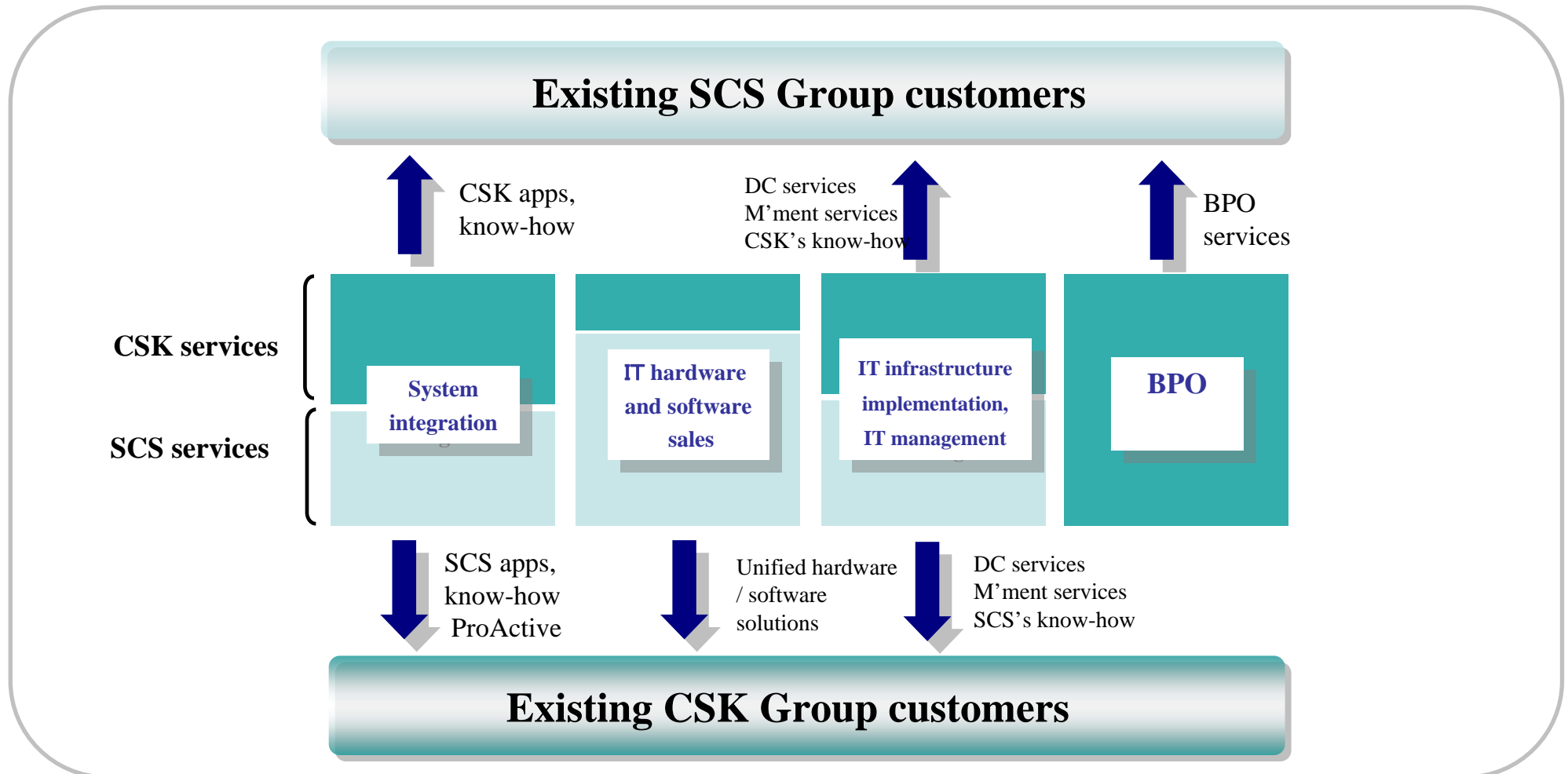
(1) Expand customer base and service offering

Pursue cross-selling

Expand customer base and service offering



Grow earnings through cross selling



CSK ⇒ SCS

- Provide SCS manufacturing customers with CSK's data center services
- Invite skilled CSK technicians in SCS systems integration projects for financial industry and retail customers (share system integration expertise)

SCS ⇒ CSK

- Provide CSK customers with SCS's in-depth server and storage equipment sales and installation expertise
- Provide CSK customers with SCS software license

(2) Strengthen cloud solution business

Current situation

- High quality data center services of industry-leading scale
- Rich application and ERP assets accumulated from diverse customer base

Vision and goals

- Shift from labor based model to knowledge based model
- Create superior services as a pathway to securing new customers and revenue

Initiatives

Data center services

- Rapid integration of DC operations (create network going through all DC)
- Unify service brand
- Establish unified applications base

Applications

- Enhance own products, services
- Put own applications in cloud
- Develop BPO integrated services

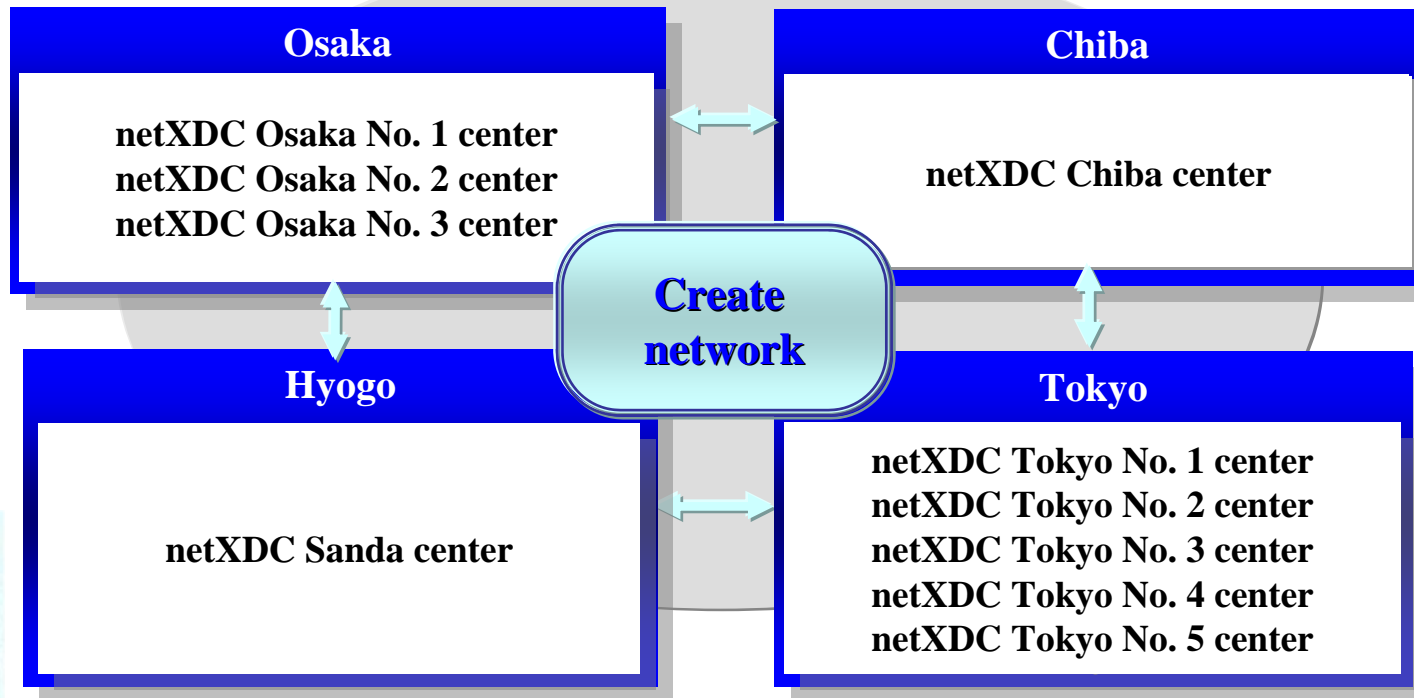
Data Center Services

Create data center network, integrating data centers and providing the nation's highest level of IT management services, qualitatively and quantitatively

Acquire Privacy Mark, ISO27001, ISO9001, FISC and other such security certifications



netXDC Tokyo No. 1 center



netXDC Osaka No. 2 center

Develop robust domestic DC network with 10 centers in Kanto/Kansai areas



Enhance own products and cloud-based services

Enhance and expand own products and services for specific industries and operations



«Service image»



Own data centers (foundation for cloud services)



(3) Expand global solution business

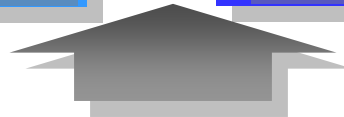
Current situation

- Substantial global support track record of SCS
- Diverse customer base from both companies



Vision and goals

- Create first class record in global development support for Japanese corporations
- Accelerate businesses in China and Asia
- ⇒ Increase overseas sales ratio to 10% in 3-5 years



Initiatives

- Improve and develop global support structure
- Make China global development hub
- Foster global talent, centered on China

Global service development

Engage in greater Japanese market

- Provide services to Japanese companies developing globally

London

Japan

New York

Boston

Santa Clara

Dallas

Dalian

Shanghai

Establish as hubs for global expansion of SCSK

- Strengthen development of global talent in overseas locations

Grow business in China and Asia based on our locations in China

- Provide comprehensive IT services through local staff
- Grow sales of own products and expand data center operations

Singapore

Group locations

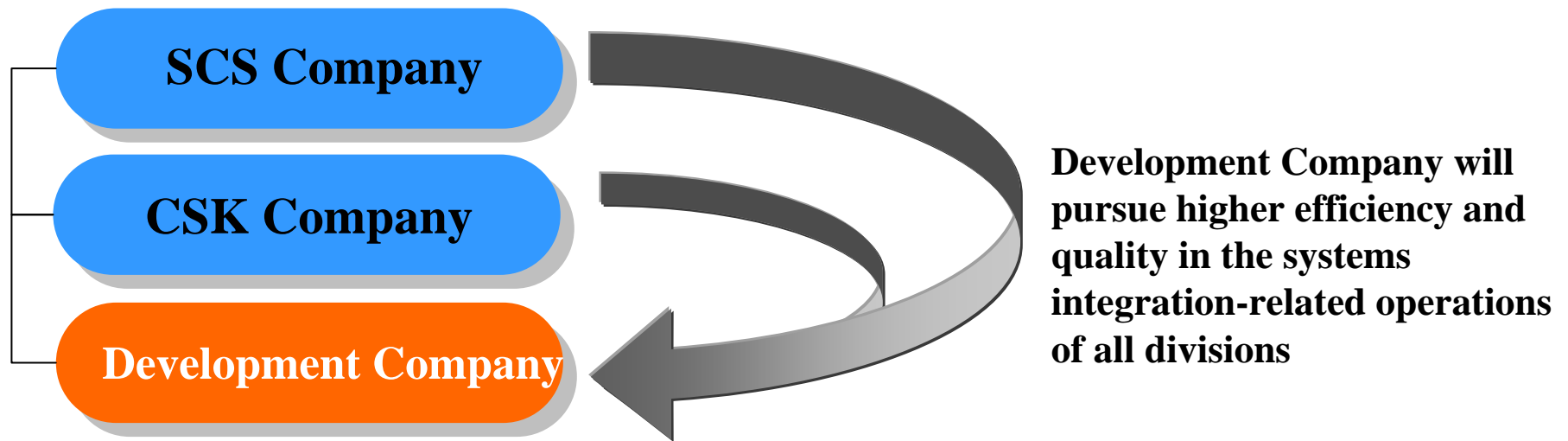
(4) Increasing operating efficiency

Restructuring systems integration business

Restructure system integration business to realize higher productivity and quality

Specific measures

- Unify system development standards
- Improve efficiency in outsourcing ⇔ Rationalize vendors and optimize costs
- Increase efficiency of near shore/off shore operations ⇔ Rationalize development locations



(5) Increase operational productivity

Increase efficiency

- Improve outsourcing efficiency
- Strengthen procurement functions
- Optimize corporate headquarters, etc.



FY ending March 2015

**Decrease cf. this fiscal year:
2.5 billion yen**

Optimize personnel costs

Optimize employee numbers through natural attrition, etc.

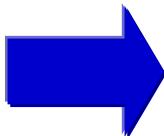
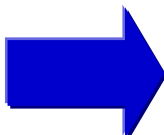
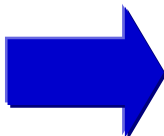
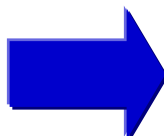


FY ending March 2015

**Decrease cf. this fiscal year:
3.5 billion yen**

1. Company name and corporate philosophy
 2. Integration process and schedule
 3. Core strategy
 - 4. Management targets**
- (Reference material)

Medium-term targets

	FY ending March 2012*		FY ending March 2015
Sales	276 billion yen		300 billion yen
Operating income	15 billion yen		25-30 billion yen
Operating income ratio	5.4%		8-10%
ROE	N.A.		10% plus

※Figures for year ending March 2012 are simple addition of full-year forecasts for SCS and CSK prior to the merger

1. Company name and corporate philosophy
2. Integration process and schedule
3. Core strategies
4. Management targets

(Reference material)

Name	SCSK Corporation
Established	October 25, 1969
Capital	21,152 million yen
Listed exchanges	First Section of Tokyo Stock Exchange (Stock code : 9719)
Head office	Toyosu Front, 3-2-20 Toyosu, Koto-ku, Tokyo 135-8110

Corporate officers

Chairman & CEO	Nobuhide Nakaido	Corporate Auditor	Osamu Kojima
Representative Director	Takeshi Nakanishi	Corporate Auditor	Tomoharu Asaka
Representative Director	Akira Tsuyuguchi	Corporate Auditor	Akihiko Harima
Director	Shunichi Ishimura	Outside Corporate Auditor	Toshifumi Shibuya
Director	Hiroaki Kamata	Outside Corporate Auditor	Shigeki Yasunami
Director	Shigeo Kurimoto	Outside Corporate Auditor	Tadashi Kaizen
Director	Masahiko Suzuki		
Director	Tooru Tanihara		
Director	Kazuhiro Ogawa		
Director	Tatsuyasu Kumazaki		
Director	Tetsuya Fukunaga		
Director	Hiroyuki Yamazaki		
Outside Director	Tatsujiro Naito		
Outside Director	Naoaki Mashimo		
Outside Director	Iwao Fuchigami		
Outside Director	Masanori Furunuma		

