

Financial results for FY2012 and financial forecast for FY2013

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※ Figures for FY2011 are the sum of the reported figures of SCSK for the full-year and the reported figures of CSK for the 1st half.

I. (1) Consolidated statements of income

Apr.2011-Mar.2012:SCSK+1st half of CSK

Apr.2012-Mar.2013:SCSK

(Millions of yen)

	Apr. 2011- Mar. 2012	Apr. 2012- Mar. 2013	Increase/Decrease	
			Amount	Change (%)
Net Sales	268,706	278,634	9,928	3.7%
Gross Profit	62,049	64,466	2,416	3.9%
(Gross Profit Margin)	(23.1%)	(23.1%)	(0.0%)	—
SG&A Expenses	45,122	43,663	Δ1,458	Δ3.2%
Operating Income	16,927	20,803	3,875	22.9%
(Operating Income Margin)	(6.3%)	(7.5%)	(1.2%)	—
Ordinary Income	20,495	22,228	1,732	8.5%
Net Income	27,944	16,730	Δ11,214	Δ40.1%

I. (2) Sales comparison by segment/ Incoming orders and backlog

Apr.2011-Mar.2012:SCSK+1st half of CSK

Apr.2012-Mar.2013:SCSK

(Millions of yen)

	Apr. 2011-Mar. 2012 (Composition)	Apr. 2012-Mar. 2013 (Composition)	Increase/Decrease	
			Amount	Change (%)
System Development	101,792 (37.9%)	112,316 (40.3%)	10,523	10.3%
System maintenance and operation/ Services	100,759 (37.5%)	104,284 (37.4%)	3,525	3.5%
Packaged Software /Hardware Sales	62,793 (23.4%)	58,731 (21.1%)	Δ4,061	Δ6.5%
Prepaid Card	3,361 (1.2%)	3,302 (1.2%)	Δ58	Δ1.7%
Total	268,706 (100.0%)	278,634 (100.0%)	9,928	3.7%
[Incoming Orders] System Development	103,219	110,242	7,023	6.8%
[Backlog] System Development	24,893	22,819	Δ2,073	Δ8.3%

I. (3) Sales comparison by customer industry

Apr.2011-Mar.2012:SCSK+1st half of CSK

Apr.2012-Mar.2013:SCSK

(Millions of yen)

	Apr. 2011- Mar. 2012		Apr. 2012 – Mar. 2013		Increase/ Decrease	
	Amount	Composition	Amount	Composition	Amount	Change (%)
Manufacturers	80,970	30.1%	81,374	29.2%	404	0.5 %
Distributors	44,534	16.6%	46,478	16.7%	1,944	4.4 %
Financial Institutions	55,976	20.8%	58,023	20.8%	2,046	3.7 %
Banks	18,078	6.7%	19,573	7.0%	1,495	8.3 %
Securities Firms	7,544	2.8%	6,948	2.5%	△596	△7.9 %
Shopping Credit/ Leasing Companies	8,771	3.3%	9,340	3.4%	568	6.5 %
Insurance Companies	21,582	8.0%	22,160	8.0%	578	2.7 %
Communications/ Transportation	32,250	12.0%	38,060	13.7%	5,809	18.0 %
Utilities	2,517	0.9%	2,104	0.8%	△413	△16.4 %
Services	33,878	12.6%	36,196	13.0%	2,317	6.8 %
Others※	18,578	6.9%	16,396	5.9%	△2,181	△11.7 %
Total	268,706	100.0%	278,634	100.0%	9,928	3.7 %

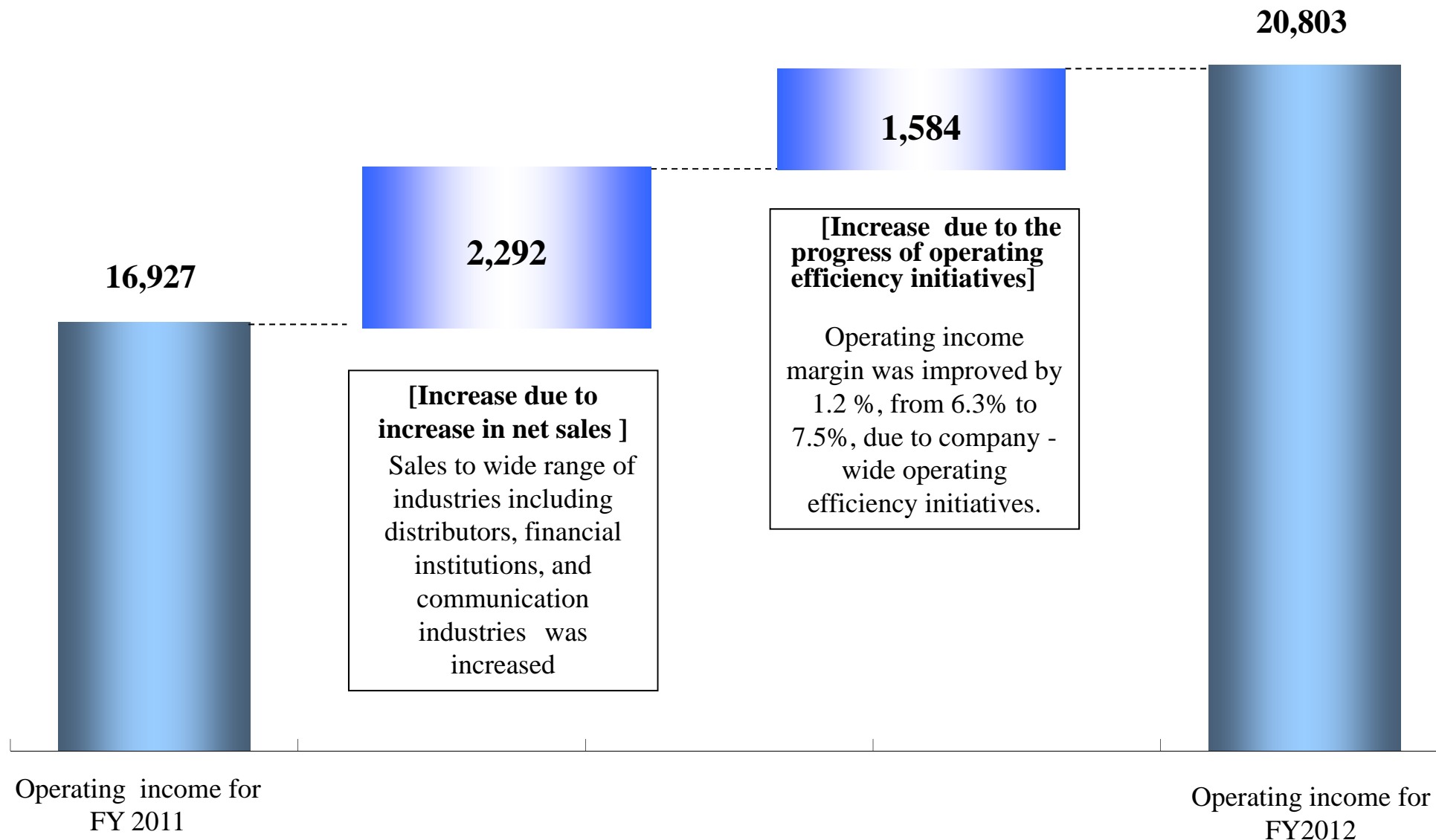
※"Others" include sales of prepaid card business.

I. (4) Operating income analysis

FY2011:SCSK+1st half of CSK

FY2012:SCSK

(Millions of yen)



I. (5) Business performance by reported segment

		Apr. 2011 – Mar. 2012	Apr. 2012 – Mar. 2013	Increase/ Decrease	Change (%)
Industrial Systems Business	External Sales	62,430	65,834	3,403	5.5%
	Operating Income	4,083	5,072	989	24.2%
Financial Systems Business	External Sales	47,945	51,855	3,909	8.2%
	Operating Income	4,068	4,731	662	16.3%
Global Systems Business	External Sales	12,141	12,809	667	5.5%
	Operating Income	1,742	2,039	297	17.1%
Business Solutions and Cross-Functional Business	External Sales	13,712	16,467	2,755	20.1%
	Operating Income	267	1,322	1,054	394.6%
Business Services	External Sales	30,725	31,208	482	1.6%
	Operating Income	249	996	747	300.0%
IT Management	External Sales	38,883	38,390	△492	△1.3%
	Operating Income	3,758	3,144	△614	△16.4%
IT Platform Solutions	External Sales	58,777	58,028	△749	△1.3%
	Operating Income	2,818	3,617	798	28.3%
Prepaid Card Business	External Sales	3,361	3,302	△58	△1.8%
	Operating Income	836	572	△264	△31.7%
Others	External Sales	728	737	9	1.3%
	Operating Income	248	244	△4	△1.9%
Adjustment	External Sales	—	—	—	—
	Operating Income	△1,145	△936	178	—
Total	External Sales	268,706	278,634	9,928	3.7%
	Operating Income	16,927	20,803	3,875	22.9%

(Millions of yen)

**Apr.2011-
Mar.2012:
SCSK+1st
half of CSK**

**Apr.2012-
Mar.2013:
SCSK**

*Internal Sales have been eliminated.

I. (6) Consolidated balance sheet

(Billions of yen)

As of March 31, 2012

Total Assets 300.9

Cash and Deposits 64.9	Current Liabilities 122.5
Current Assets 187.2	
Non-Current Assets 113.7	Loans/ Bonds 54.8
	Non-Current Liabilities 53.9
	Preferred shares 30.0
	Net Assets 124.4

As of March 31, 2013

Total Assets 322.8

Cash and Deposits 84.1	Current Liabilities 159.8
Current Assets 208.6	
Non-Current Assets 114.2	Loans/ Bonds 84.8
	Non-Current Liabilities 54.7
	Net Assets 108.2

II. Consolidated financial forecast for FY 2013

(Millions of yen)

	Apr. 2012 – Mar. 2013	Apr. 2013 – Mar. 2014	Increase/ Decrease	
			Amount	Change (%)
Net sales	278,634	290,000	11,365	4.1%
Gross Profit	64,466	67,500	3,033	4.7%
SG&A Expenses	43,663	44,000	336	0.8%
Operating Income	20,803	23,500	2,696	13.0%
Ordinary Income	22,228	23,500	1,271	5.7%
Net Income	16,730	17,500	769	4.6%

III. Dividend Forecast for FY2013

(Millions of yen)

	FY2011	FY2012	FY2013 (Forecast)
Dividends per share	32 yen	36 yen	40 yen
Total dividend amount	2,465	3,740	4,156
Net income	25,669	16,730	17,500
Payout ratio	9.6%	22.3%	23.7%

<reference : estimates on normal tax rate basis >

<i>Estimated net income</i>	2,300	10,000	12,000
<i>Estimated payout ratio</i>	107%	37%	35%

Disclaimer on the use of this document

1. The financial data in this document is primarily based on the consolidated financial statements unless specifically stated otherwise.
2. On October 1, 2011 Sumisho Computer Systems Corporation (SCS, the continuing entity) merged with CSK Corporation (CSK) to become SCSK Corporation. Pro forma figures for the previous fiscal year, the simple sum of the annual figures for SCSK and 1st half figures of CSK, are used to facilitate year-on-year results comparison.

Disclaimer

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