

2017年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2017

(April 1, 2016 – March 31, 2017)

2017年5月1日  
May 1, 2017

伊藤忠テクノソリューションズ株式会社  
ITOCHU Techno-Solutions Corporation

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Note: ・This release is not subject to audit process as required by the Financial Instruments and Exchange Act of Japan. As of the date when this release was issued, the audit of consolidated financial statements as required by the Financial Instruments and Exchange Act had not been completed.  
・Forecasts contained in this report may be subject to change due to a wide range of factors, and no warranty is made explicitly or implicitly regarding their attainability.

## I. 連結情報 Consolidated Information (IFRS)

## 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3	2018/3(予) (Projected)
売上収益 Revenue	350,567	381,939	391,606	407,849	425,000
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+2.5%	+4.1%	+4.2%
売上原価 Cost of Sales	△ 266,857	△ 290,660	△ 300,080	△ 311,133	△ 324,000
対売上収益構成比 % of Revenue	76.1%	76.1%	76.6%	76.3%	76.2%
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+3.2%	+3.7%	+4.1%
売上総利益 Gross Profit	83,710	91,279	91,526	96,716	101,000
対売上収益構成比 % of Revenue	23.9%	23.9%	23.4%	23.7%	23.8%
対前年同期増減率 Y-Y Change (%)	-	+9.0%	+0.3%	+5.7%	+4.4%
その他の収益及び費用 Other Income and Expenses	△ 59,896	△ 61,940	△ 63,583	△ 65,586	△ 68,500
対売上収益構成比 % of Revenue	17.1%	16.2%	16.2%	16.1%	16.1%
対前年同期増減率 Y-Y Change (%)	-	+3.4%	+2.7%	+3.2%	+4.4%
販売費及び一般管理費 SG&A Expenses	△ 59,387	△ 62,500	△ 63,464	△ 65,512	△ 68,500
その他の収益 Other Income	331	1,225	450	348	-
その他の費用 Other Expenses	△ 840	△ 666	△ 569	△ 423	-
営業利益 Operating Income	23,814	29,339	27,942	31,129	32,500
対売上収益構成比 % of Revenue	6.8%	7.7%	7.1%	7.6%	7.6%
対前年同期増減率 Y-Y Change (%)	-	+23.2%	△4.8%	+11.4%	+4.4%
税引前利益 Profit before Tax	24,025	29,494	27,942	31,300	32,600
対売上収益構成比 % of Revenue	6.9%	7.7%	7.1%	7.7%	7.7%
対前年同期増減率 Y-Y Change (%)	-	+22.8%	△5.3%	+12.0%	+4.2%
当期利益 Profit	14,440	17,650	18,138	21,996	22,500
対売上収益構成比 % of Revenue	4.1%	4.6%	4.6%	5.4%	5.3%
対前年同期増減率 Y-Y Change (%)	-	+22.2%	+2.8%	+21.3%	+2.3%
親会社の所有者に帰属する当期利益 Profit attributable to Owners of the Company	14,225	17,406	18,018	21,861	22,500
対売上収益構成比 % of Revenue	4.1%	4.6%	4.6%	5.4%	5.3%
対前年同期増減率 Y-Y Change (%)	-	+22.4%	+3.5%	+21.3%	+2.9%

## 2. 受注高と受注残高 Orders Received and Backlog

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3	2018/3(予) (Projected)
受注高 Orders Received	369,134	388,087	398,333	437,553	430,000
対前年同期増減率 Y-Y Change (%)	-	+5.1%	+2.6%	+9.8%	△1.7%
受注残高 Backlog	195,473	201,621	208,348	238,052	243,052

## 3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016					2017年3月期 Fiscal year ended March 31, 2017				
	第1四半期	第2四半期	第3四半期	第4四半期	通期	第1四半期	第2四半期	第3四半期	第4四半期	通期
	1st Q	2nd Q	3rd Q	4th Q	Full Year	1st Q	2nd Q	3rd Q	4th Q	Full Year
売上収益 Revenue	76,929	88,301	86,521	139,854	391,606	82,399	93,418	96,116	135,914	407,849
流通・エンタープライズ事業 Distribution & Enterprise	22,988	26,828	27,483	35,517	112,818	28,687	30,812	31,018	36,747	127,265
構成比 Share (%)	29.9%	30.4%	31.7%	25.4%	28.8%	34.8%	33.0%	32.3%	27.0%	31.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+24.8%	+14.8%	+12.9%	+3.5%	+12.8%
情報通信事業 Telecommunications	25,626	29,767	27,327	60,680	143,402	26,096	32,188	31,057	58,861	148,204
構成比 Share (%)	33.3%	33.7%	31.6%	43.4%	36.6%	31.7%	34.4%	32.3%	43.3%	36.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+1.8%	+8.1%	+13.7%	△3.0%	+3.3%
公共・広域事業 Public & Regional	7,897	8,834	8,661	12,124	37,518	7,318	8,010	9,719	12,871	37,919
構成比 Share (%)	10.3%	10.0%	10.0%	8.7%	9.6%	8.9%	8.6%	10.1%	9.5%	9.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△7.3%	△9.3%	+12.2%	+6.2%	+1.1%
金融・社会インフラ事業 Finance & Social	10,284	12,851	12,358	15,219	50,714	11,708	12,482	11,401	15,056	50,649
構成比 Share (%)	13.4%	14.5%	14.3%	10.9%	13.0%	14.2%	13.4%	11.9%	11.1%	12.4%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+13.8%	△2.9%	△7.7%	△1.1%	△0.1%
ITサービス事業 IT Services	2,712	2,878	2,672	2,748	11,012	2,654	2,941	2,812	2,857	11,266
構成比 Share (%)	3.5%	3.3%	3.1%	2.0%	2.8%	3.2%	3.1%	2.9%	2.1%	2.8%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△2.1%	2.2%	5.2%	4.0%	2.3%
その他 Others	7,418	7,140	8,017	13,563	36,139	5,933	6,982	10,107	9,520	32,543
構成比 Share (%)	9.6%	8.1%	9.3%	9.7%	9.2%	7.2%	7.5%	10.5%	7.0%	8.0%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△20.0%	△2.2%	+26.1%	△29.8%	△9.9%

## 4. セグメント別 税引前利益 Profit before Tax by segments

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016					2017年3月期 Fiscal year ended March 31, 2017				
	第1四半期	第2四半期	第3四半期	第4四半期	通期	第1四半期	第2四半期	第3四半期	第4四半期	通期
	1st Q	2nd Q	3rd Q	4th Q	Full Year	1st Q	2nd Q	3rd Q	4th Q	Full Year
税引前利益 Profit before Tax	1,881	4,074	4,120	17,866	27,942	1,990	6,922	6,018	16,369	31,300
流通・エンタープライズ事業 Distribution & Enterprise	△ 449	676	490	4,215	4,932	354	1,624	1,810	3,466	7,256
情報通信事業 Telecommunications	1,318	1,145	926	6,969	10,359	977	2,584	2,225	8,606	14,393
公共・広域事業 Public & Regional	△ 281	△ 305	204	1,083	701	△ 175	△ 340	△ 13	1,416	886
金融・社会インフラ事業 Finance & Social	11	1,051	542	2,071	3,677	452	986	46	1,293	2,778
ITサービス事業 IT Services	1,405	1,901	2,143	3,272	8,723	1,245	2,241	2,048	2,449	7,986
その他 Others	△ 123	2	128	1,659	1,666	△ 47	215	271	1,477	1,916
調整額 Adjustment	△ 0	△ 397	△ 315	△ 1,404	△ 2,118	△ 816	△ 390	△ 370	△ 2,340	△ 3,917

## 5. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
通信／放送 Telecommunications/ Broadcasting	105,798	114,547	125,506	126,774
構成比 % of Revenue (%)	30.2%	30.0%	32.0%	31.1%
対前年同期増減率 Y-Y Change (%)	-	+8.3%	+9.6%	+1.0%
電気 Electronics	17,210	14,755	19,987	17,475
構成比 % of Revenue (%)	4.9%	3.9%	5.1%	4.3%
対前年同期増減率 Y-Y Change (%)	-	△14.3%	+35.5%	△12.6%
製造等 Manufacturing (excluding electronics)	54,848	54,307	51,123	56,654
構成比 % of Revenue (%)	15.6%	14.2%	13.1%	13.8%
対前年同期増減率 Y-Y Change (%)	-	△1.0%	△5.9%	+10.8%
情報サービス Information Services	66,515	71,755	71,861	76,112
構成比 % of Revenue (%)	19.0%	18.8%	18.4%	18.7%
対前年同期増減率 Y-Y Change (%)	-	+7.9%	+0.1%	+5.9%
公共 Public Sector	13,267	15,180	16,179	14,540
構成比 % of Revenue (%)	3.8%	4.0%	4.1%	3.6%
対前年同期増減率 Y-Y Change (%)	-	+14.4%	+6.6%	△10.1%
商業／運輸 Commerce/ Transportation	28,159	42,506	28,780	38,423
構成比 % of Revenue (%)	8.0%	11.1%	7.3%	9.4%
対前年同期増減率 Y-Y Change (%)	-	+50.9%	△32.3%	+33.5%
金融／保険 Finance/ Insurance	42,048	44,619	50,862	52,066
構成比 % of Revenue (%)	12.0%	11.7%	13.0%	+12.8%
対前年同期増減率 Y-Y Change (%)	-	+6.1%	+14.0%	+2.4%
その他 Others	22,718	24,267	27,304	25,801
構成比 % of Revenue (%)	6.5%	6.3%	7.0%	6.3%
対前年同期増減率 Y-Y Change (%)	-	+6.8%	+12.5%	△5.5%
合計 Total Revenue	350,567	381,939	391,606	407,849
構成比 % of Revenue (%)	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+2.5%	+4.1%

## 6. 販売費及び一般管理費 内訳 SG&amp;A Expenses

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
販売費及び一般管理費 SG&A Expenses	△ 59,387	△ 62,500	△ 63,464	△ 65,512
人件費 Personnel Expenses	△ 34,699	△ 36,998	△ 37,076	△ 37,850
委託社員受入費 Outside Staff Expenses	△ 5,970	△ 5,890	△ 5,797	△ 5,691
減価償却費 Depreciation and amortization	△ 3,071	△ 2,993	△ 2,830	△ 2,505
その他 Others	△ 15,646	△ 16,618	△ 17,760	△ 19,464

## 7. 従業員の推移 Number of Employees

(単位:人 People)

	2014/3	2015/3	2016/3	2017/3
CTCグループ社員 CTC Group Employees	7,781	7,925	8,074	8,219
うちシステムエンジニア System Engineers	-	3,413	3,427	3,402
うちカスタマーエンジニア Customer Engineers	-	995	995	1,008
派遣社員 Outside Staff	5,185	5,409	5,561	5,612
うちシステムエンジニア System Engineers	-	2,759	2,805	2,869
うちカスタマーエンジニア Customer Engineers	-	669	564	602
CTCグループ全従業員 Total	12,966	13,334	13,635	13,831
うちシステムエンジニア System Engineers	-	6,172	6,232	6,271
うちカスタマーエンジニア Customer Engineers	-	1,664	1,559	1,610

## 8. 資産および資本 Total Assets and Total Equity

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
資産合計 Total Assets	282,650	302,734	307,932	333,123
資本合計 Total Equity	166,700	172,907	183,043	195,701
親会社所有者帰属持分比率 (%) Percentage Ownership of the Owners of the Company.	57.7%	55.8%	58.2%	57.7%

## 9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
営業活動によるキャッシュ・フロー Operating Activities	6,414	25,830	21,856	25,203
投資活動によるキャッシュ・フロー Investing Activities	△ 8,024	△ 17,342	△ 18,185	△ 14,158
財務活動によるキャッシュ・フロー Financing Activities	△ 9,509	△ 13,594	△ 8,422	△ 7,833
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	55,083	50,146	44,880	48,213

## 10. 設備投資額および減価償却費 Capital Investment and Depreciation and Amortization

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
設備投資額 Capital Investment	△ 6,968	△ 7,975	△ 11,083	△ 10,748
減価償却費 Depreciation and Amortization	△ 7,558	△ 8,202	△ 8,442	△ 8,438

11. 親会社所有者帰属持分当期利益率(ROE)および資産合計当期利益率(ROA)  
Return On Equity and Return On Asset

	2014/3	2015/3	2016/3	2017/3
親会社所有者帰属持分当期利益率 ROE (%)	8.9%	10.5%	10.4%	11.8%
資産合計当期利益率 ROA (%)	5.1%	5.9%	5.9%	6.8%

## 12. 一株当たり情報 Per Share Data

	2014/3	2015/3	2016/3	2017/3
基本的一株当たり当期利益 Earnings Per Share	120.00	148.79	155.85	189.09
一株当たり親会社所有者帰属持分 Book-value Per Share	1,384.17	1,460.66	1,550.72	1,662.21
一株当たり配当金 Cash Dividends Per Share	55.00	60.00	70.00	80.00(予) (Plan)

※当社は、平成27年4月1日付で普通株式1株につき2株の割合で株式分割を行っております。

※We have implemented a 2-for-1 stock split with an effective date of April 1, 2015.

## II. 連結四半期情報 Quarterly Operating Results (IFRS)

### 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016				2017年3月期 Fiscal year ended March 31, 2017			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q
売上収益 Revenue	76,929	88,301	86,521	139,854	82,399	93,418	96,116	135,914
対前年同期増減率 Y-Y Change (%)	+3.9%	+1.4%	△8.6%	+10.9%	+7.1%	+5.8%	+11.1%	△2.8%
売上原価 Cost of Sales	△ 59,510	△ 68,354	△ 66,342	△ 105,873	△ 64,317	△ 71,322	△ 74,529	△ 100,963
対売上収益構成比 % of Revenue	77.4%	77.4%	76.7%	75.7%	78.1%	76.3%	77.5%	74.3%
対前年同期増減率 Y-Y Change (%)	+3.7%	+4.2%	△8.5%	+11.3%	+8.1%	+4.3%	+12.3%	△4.6%
売上総利益 Gross Profit	17,418	19,947	20,179	33,981	18,082	22,095	21,587	34,950
対売上収益構成比 % of Revenue	22.6%	22.6%	23.3%	24.3%	21.9%	23.7%	22.5%	25.7%
対前年同期増減率 Y-Y Change (%)	+4.5%	△7.0%	△9.1%	+9.7%	+3.8%	+10.8%	+7.0%	+2.9%
その他の収益及び費用 Other Income and Expenses	△ 15,722	△ 15,789	△ 16,120	△ 15,950	△ 16,098	△ 15,189	△ 15,729	△ 18,569
対売上収益構成比 % of Revenue	20.4%	17.9%	18.6%	11.4%	19.5%	16.3%	16.4%	13.7%
対前年同期増減率 Y-Y Change (%)	+1.2%	+8.1%	+9.0%	△6.3%	+2.4%	△3.8%	△2.4%	+16.4%
販売費及び一般管理費 SG&A Expenses	△ 15,808	△ 15,840	△ 16,238	△ 15,577	△ 15,793	△ 15,272	△ 15,885	△ 18,560
その他の収益 Other Income	96	82	216	55	69	57	125	95
その他の費用 Other Expenses	△ 11	△ 31	△ 97	△ 428	△ 374	25	30	△ 104
営業利益 Operating Income	1,695	4,157	4,058	18,030	1,983	6,906	5,857	16,381
対売上収益構成比 % of Revenue	2.2%	4.7%	4.7%	12.9%	2.4%	7.4%	6.1%	12.1%
対前年同期増減率 Y-Y Change (%)	+47.9%	△39.2%	△45.2%	+29.2%	+17.0%	+66.1%	+44.3%	△9.1%
税引前利益 Profit before Tax	1,881	4,074	4,120	17,866	1,990	6,922	6,018	16,369
対売上収益構成比 % of Revenue	2.4%	4.6%	4.8%	12.8%	2.4%	7.4%	6.3%	12.0%
対前年同期増減率 Y-Y Change (%)	+60.2%	△39.9%	△44.6%	+26.7%	+5.8%	+69.9%	+46.1%	△8.4%
当期利益 Profit	1,141	2,601	2,570	11,825	1,249	4,736	4,106	11,903
対売上収益構成比 % of Revenue	1.5%	2.9%	3.0%	8.5%	1.5%	5.1%	4.3%	8.8%
対前年同期増減率 Y-Y Change (%)	+52.7%	△39.6%	△45.0%	+49.3%	+9.5%	+82.1%	+59.8%	+0.7%
親会社の所有者に帰属する当期利益 Profit attributable to Owners of the Company	1,192	2,596	2,468	11,761	1,246	4,666	4,037	11,911
対売上収益構成比 % of Revenue	1.5%	2.9%	2.9%	8.4%	1.5%	5.0%	4.2%	8.8%
対前年同期増減率 Y-Y Change (%)	+64.9%	△39.1%	△46.4%	+50.4%	+4.5%	+79.7%	+63.6%	+1.3%

※各四半期毎の数値の合計額は、表示上の組替により累計数値と一致しない場合があります。

※The total amounts of quarterly figures may not be equal to accumulate figures due to accounting adjustment.

### 2. 受注高と受注残高 Orders Received and Backlog

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016				2017年3月期 Fiscal year ended March 31, 2017			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q
受注高 Orders Received	73,028	88,032	89,120	148,151	78,634	95,198	103,633	160,086
対前年同期増減率 Y-Y Change (%)	△13.0%	+11.7%	+4.7%	+5.7%	+7.7%	+8.1%	+16.3%	+8.1%
受注残高 Backlog	197,721	197,452	200,052	208,348	204,583	206,364	213,881	238,052

## 3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016				2017年3月期 Fiscal year ended March 31, 2017			
	第1四半期	第2四半期	第3四半期	第4四半期	第1四半期	第2四半期	第3四半期	第4四半期
	1st Q	2nd Q	3rd Q	4th Q	1st Q	2nd Q	3rd Q	4th Q
通信／放送 Telecommunications/ Broadcasting	22,580	24,723	24,062	54,139	21,446	26,689	26,879	51,759
構成比 % of Revenue (%)	29.4%	28.0%	27.8%	38.7%	26.0%	28.6%	28.0%	38.1%
対前年同期増減率 Y-Y Change (%)	+7.6%	+3.4%	△21.7%	+39.1%	△5.0%	+8.0%	+11.7%	△4.4%
電気 Electronics	3,488	4,349	4,977	7,171	3,635	3,724	4,236	5,879
構成比 % of Revenue (%)	4.5%	4.9%	+5.7%	5.1%	4.4%	4.0%	4.4%	4.3%
対前年同期増減率 Y-Y Change (%)	+16.5%	+22.1%	+49.0%	+47.6%	+4.2%	△14.4%	△14.9%	△18.0%
製造等 Manufacturing (excluding electronics)	10,553	12,765	12,410	15,394	11,946	13,006	14,079	17,620
構成比 % of Revenue (%)	13.7%	14.5%	14.3%	11.0%	14.5%	13.9%	14.6%	13.0%
対前年同期増減率 Y-Y Change (%)	△11.3%	△3.4%	△9.4%	△0.7%	+13.2%	+1.9%	+13.5%	+14.5%
情報サービス Information Services	15,319	18,138	17,132	21,270	16,884	18,008	18,841	22,377
構成比 % of Revenue (%)	19.9%	20.5%	19.8%	15.2%	20.5%	19.3%	19.6%	16.5%
対前年同期増減率 Y-Y Change (%)	+9.0%	+3.1%	+0.9%	△8.1%	+10.2%	△0.7%	+10.0%	+5.2%
公共 Public Sector	2,909	2,846	3,266	7,156	2,759	2,925	3,355	5,499
構成比 % of Revenue (%)	3.8%	3.2%	3.8%	5.1%	3.4%	3.1%	+3.5%	+4.0%
対前年同期増減率 Y-Y Change (%)	+26.9%	+0.0%	+6.4%	+2.7%	△5.2%	+2.8%	+2.7%	△23.2%
商業／運輸 Commerce/ Transportation	5,741	7,122	6,306	9,610	9,632	10,249	8,187	10,354
構成比 % of Revenue (%)	7.5%	8.1%	7.3%	6.9%	11.7%	11.0%	8.5%	7.6%
対前年同期増減率 Y-Y Change (%)	△19.3%	△31.4%	△34.2%	△37.7%	+67.8%	+43.9%	+29.8%	+7.7%
金融／保険 Finance/ Insurance	10,767	11,820	12,605	15,669	10,904	12,282	14,955	13,923
構成比 % of Revenue (%)	14.0%	13.4%	14.6%	11.2%	13.2%	13.1%	15.6%	10.2%
対前年同期増減率 Y-Y Change (%)	+16.7%	+15.8%	+9.7%	+14.4%	+1.3%	+3.9%	+18.6%	△11.1%
その他 Others	5,567	6,534	5,759	9,442	5,189	6,531	5,580	8,500
構成比 % of Total Sales (%)	7.2%	7.4%	6.7%	6.8%	6.3%	7.0%	5.8%	6.3%
対前年同期増減率 Y-Y Change (%)	+1.0%	+22.2%	△0.9%	+24.3%	△6.8%	△0.0%	△3.1%	△10.0%
合計 Total Revenue	76,929	88,301	86,521	139,854	82,399	93,418	96,116	135,914
構成比 % of Revenue (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	+3.9%	+1.4%	△8.6%	+10.9%	+7.1%	+5.8%	+11.1%	△2.8%

### Ⅲ. 単体情報 Nonconsolidated Information (日本基準)

#### 1. 業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3
<b>売上高 Total Sales</b>	305,276	336,487	343,151	359,456
対前年同期増減率 Y-Y Change (%)	+1.8%	+10.2%	+2.0%	+4.8%
<b>売上原価 Cost of Sales</b>	243,834	270,601	276,143	286,230
対売上高構成比 % of Total Sales	79.9%	80.4%	80.5%	79.6%
対前年同期増減率 Y-Y Change (%)	+4.2%	+11.0%	+2.0%	+3.7%
<b>売上総利益 Gross Profit</b>	61,442	65,885	67,008	73,225
対売上高構成比 % of Total Sales	20.1%	19.6%	19.5%	20.4%
対前年同期増減率 Y-Y Change (%)	△6.6%	+7.2%	+1.7%	+9.3%
<b>販売費及び一般管理費 SG&amp;A Expenses</b>	48,664	49,179	50,112	52,828
対売上高構成比 % of Total Sales	15.9%	14.6%	14.6%	14.7%
対前年同期増減率 Y-Y Change (%)	△0.9%	+1.1%	+1.9%	+5.4%
<b>営業利益 Operating Income</b>	12,777	16,705	16,895	20,397
対売上高構成比 % of Total Sales	4.2%	5.0%	4.9%	5.7%
対前年同期増減率 Y-Y Change (%)	△23.5%	+30.7%	+1.1%	+20.7%
<b>経常利益 Ordinary Income</b>	18,489	24,568	21,506	23,218
対売上高構成比 % of Total Sales	6.1%	7.3%	6.3%	6.5%
対前年同期増減率 Y-Y Change (%)	△15.8%	+32.9%	△12.5%	+8.0%
<b>税引前当期純利益 Profit before Income Taxes</b>	18,157	29,416	24,830	28,550
対売上高構成比 % of Total Sales	5.9%	8.7%	7.2%	7.9%
対前年同期増減率 Y-Y Change (%)	△14.9%	+62.0%	△15.6%	+15.0%
<b>当期純利益 Net Income</b>	12,570	22,064	18,710	21,906
対売上高構成比 % of Total Sales	4.1%	6.6%	5.5%	6.1%
対前年同期増減率 Y-Y Change (%)	△11.8%	+75.5%	△15.2%	+17.1%



## 2. 四半期業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016				2017年3月期 Fiscal year ended March 31, 2017			
	第1四半期	第2四半期	第3四半期	第4四半期	第1四半期	第2四半期	第3四半期	第4四半期
	1st Q	2nd Q	3rd Q	4th Q	1st Q	2nd Q	3rd Q	4th Q
売上高 Total Sales	62,412	77,339	72,867	130,531	70,932	81,217	78,624	128,680
対前年同期増減率 Y-Y Change (%)	+0.3%	+1.7%	△10.6%	+11.8%	+13.7%	+5.0%	+7.9%	△1.4%
売上原価 Cost of Sales	50,019	63,093	58,785	104,244	57,030	64,951	63,297	100,951
対売上高構成比 % of Total Sales	80.1%	81.6%	80.7%	79.9%	80.4%	80.0%	80.5%	78.5%
対前年同期増減率 Y-Y Change (%)	△1.2%	+2.9%	△10.5%	+12.1%	+14.0%	+2.9%	+7.7%	△3.2%
売上総利益 Gross Profit	12,393	14,246	14,081	26,287	13,902	16,265	15,327	27,729
対売上高構成比 % of Total Sales	19.9%	18.4%	19.3%	20.1%	19.6%	20.0%	19.5%	21.5%
対前年同期増減率 Y-Y Change (%)	+7.2%	△3.4%	△10.8%	+10.5%	+12.2%	+14.2%	+8.8%	+5.5%
販売費及び一般管理費 SG&A Expenses	12,406	12,490	12,778	12,436	12,594	12,445	12,692	15,094
対売上高構成比 % of Total Sales	19.9%	16.2%	17.5%	9.5%	17.8%	15.3%	16.1%	11.7%
対前年同期増減率 Y-Y Change (%)	+1.5%	+5.2%	+4.7%	△3.4%	+1.5%	△0.4%	△0.7%	+21.4%
営業利益 Operating Income	△13	1,755	1,303	13,850	1,307	3,820	2,634	12,634
対売上高構成比 % of Total Sales	-	2.3%	1.8%	10.6%	1.8%	4.7%	3.4%	9.8%
対前年同期増減率 Y-Y Change (%)	-	△39.1%	△63.6%	+27.0%	-	+117.6%	+102.2%	△8.8%
経常利益 Ordinary Income	3,902	2,063	1,724	13,816	2,886	4,282	3,173	12,876
対売上高構成比 % of Total Sales	6.3%	2.7%	2.4%	10.6%	4.1%	5.3%	4.0%	10.0%
対前年同期増減率 Y-Y Change (%)	△25.9%	△40.1%	△62.2%	+22.3%	△26.0%	+107.6%	+84.0%	△6.8%
税引前当期純利益 Profit before Income Taxes	3,902	2,092	1,617	17,218	2,812	4,281	3,169	18,286
対売上高構成比 % of Total Sales	6.3%	2.7%	2.2%	13.2%	4.0%	5.3%	4.0%	14.2%
対前年同期増減率 Y-Y Change (%)	△25.9%	△48.0%	△64.5%	+10.6%	△27.9%	+104.6%	+96.0%	+6.2%
当期純利益 Net Income	3,772	1,346	958	12,633	2,344	2,942	2,136	14,483
対売上高構成比 % of Total Sales	6.0%	1.7%	1.3%	9.7%	3.3%	3.6%	2.7%	11.3%
対前年同期増減率 Y-Y Change (%)	△29.0%	△49.9%	△66.6%	+12.9%	△37.9%	+118.5%	+122.9%	+14.6%

## 2. 形態別売上高(製品/開発・SI/サービス)四半期推移 Breakdown by Business Model

(単位:百万円 Millions of yen)

	2017年3月期 Fiscal year ended March 31, 2017									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
	製品 Products /対売上高構成比 % of Total Sales (%)	23,773	33.5%	28,244	34.8%	26,022	33.1%	56,802	44.2%	134,843
サーバ Server /対売上高構成比 % of Total Sales (%)	2,195	3.1%	3,754	4.6%	3,617	4.6%	6,804	5.3%	16,371	4.5%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	9,500	13.4%	12,904	15.9%	11,067	14.1%	31,515	24.5%	64,987	18.1%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	2,287	3.2%	2,366	2.9%	3,612	4.6%	3,818	3.0%	12,084	3.4%
ミドルウェア&アプリケーション Middleware & Application /対売上高構成比 % of Total Sales (%)	3,753	5.3%	3,118	3.8%	2,945	3.7%	5,031	3.9%	14,849	4.1%
その他 Others /対売上高構成比 % of Total Sales (%)	6,036	8.5%	6,100	7.5%	4,779	6.1%	9,632	7.5%	26,549	7.4%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	13,805	19.5%	17,404	21.4%	17,524	22.3%	32,834	25.5%	81,569	22.7%
サービス Services /対売上高構成比 % of Total Sales (%)	33,352	47.0%	35,568	43.8%	35,078	44.6%	39,043	30.3%	143,043	39.8%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	19,648	27.7%	20,113	24.8%	20,397	25.9%	20,829	16.2%	80,988	22.5%
運用 Operation /対売上高構成比 % of Total Sales (%)	10,129	14.3%	10,506	12.9%	10,364	13.2%	10,626	8.2%	41,627	11.6%
設置・構築・その他サービス Installation, Construction and other Services /対売上高構成比 % of Total Sales (%)	3,574	5.0%	4,949	6.1%	4,316	5.5%	7,587	5.9%	20,427	5.7%
合計 Total /対売上高構成比 % of Total Sales (%)	70,932	100.0%	81,217	100.0%	78,624	100.0%	128,680	100.0%	359,456	100.0%

(単位:百万円 Millions of yen)

	2016年3月期 Fiscal year ended March 31, 2016									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
	製品 Products /対売上高構成比 % of Total Sales (%)	18,870	30.2%	27,622	35.7%	23,384	32.1%	60,494	46.4%	130,372
サーバ Server /対売上高構成比 % of Total Sales (%)	2,575	4.1%	3,556	4.6%	3,772	5.2%	6,751	5.2%	16,654	4.9%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	9,354	15.0%	12,598	16.3%	9,869	13.5%	33,505	25.7%	65,328	19.0%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,404	2.3%	3,605	4.6%	2,603	3.6%	5,463	4.2%	13,077	3.8%
ミドルウェア&アプリケーション Middleware & Application /対売上高構成比 % of Total Sales (%)	2,264	3.6%	3,933	5.1%	2,758	3.8%	5,635	4.3%	14,591	4.3%
その他 Others /対売上高構成比 % of Total Sales (%)	3,271	5.2%	3,928	5.1%	4,380	6.0%	9,139	7.0%	20,719	6.0%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	11,828	19.0%	15,746	20.4%	15,655	21.5%	31,732	24.3%	74,962	21.8%
サービス Services /対売上高構成比 % of Total Sales (%)	31,714	50.8%	33,970	43.9%	33,826	46.4%	38,305	29.3%	137,816	40.2%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	19,047	30.5%	19,332	25.0%	19,578	26.9%	20,278	15.5%	78,236	22.8%
運用 Operation /対売上高構成比 % of Total Sales (%)	9,444	15.1%	9,977	12.9%	9,657	13.2%	10,811	8.3%	39,890	11.6%
設置・構築・その他サービス Installation, Construction and other Services /対売上高構成比 % of Total Sales (%)	3,222	5.2%	4,660	6.0%	4,591	6.3%	7,215	5.5%	19,689	5.8%
合計 Total /対売上高構成比 % of Total Sales (%)	62,412	100.0%	77,339	100.0%	72,867	100.0%	130,531	100.0%	343,151	100.0%