

2018年3月期
連結決算補足資料

Consolidated Financial Summary
For the fiscal year ended March 31, 2018

(April 1, 2017 – March 31, 2018)

2018年5月1日
May 1, 2018

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	2019/3(予) (Projected)
売上収益 Revenue	350,567	381,939	391,606	407,849	429,625	450,000
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+2.5%	+4.1%	+5.3%	+4.7%
売上原価 Cost of Sales	△ 266,857	△ 290,660	△ 300,080	△ 311,133	△ 328,024	△ 342,000
対売上収益構成比 % of Revenue	76.1%	76.1%	76.6%	76.3%	76.4%	76.0%
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+3.2%	+3.7%	+5.4%	+4.3%
売上総利益 Gross Profit	83,710	91,279	91,526	96,716	101,601	108,000
対売上収益構成比 % of Revenue	23.9%	23.9%	23.4%	23.7%	23.6%	24.0%
対前年同期増減率 Y-Y Change (%)	-	+9.0%	+0.3%	+5.7%	+5.1%	+6.3%
その他の収益及び費用 Other Income and Expenses	△ 59,896	△ 61,940	△ 63,583	△ 65,586	△ 68,978	△ 73,000
対売上収益構成比 % of Revenue	17.1%	16.2%	16.2%	16.1%	16.1%	16.2%
対前年同期増減率 Y-Y Change (%)	-	+3.4%	+2.7%	+3.2%	+5.2%	+5.8%
販売費及び一般管理費 SG&A Expenses	△ 59,387	△ 62,500	△ 63,464	△ 65,512	△ 69,165	△ 73,000
その他の収益 Other Income	331	1,225	450	348	371	-
その他の費用 Other Expenses	△ 840	△ 666	△ 569	△ 423	△ 185	-
営業利益 Operating Income	23,814	29,339	27,942	31,129	32,622	35,000
対売上収益構成比 % of Revenue	6.8%	7.7%	7.1%	7.6%	7.6%	7.8%
対前年同期増減率 Y-Y Change (%)	-	+23.2%	△ 4.8%	+11.4%	+4.8%	7.3%
税引前利益 Profit before Tax	24,025	29,494	27,942	31,300	33,729	35,000
対売上収益構成比 % of Revenue	6.9%	7.7%	7.1%	7.7%	7.9%	7.8%
対前年同期増減率 Y-Y Change (%)	-	+22.8%	△ 5.3%	+12.0%	+7.8%	+3.8%
当期純利益 Net Profit	14,440	17,650	18,138	21,996	23,774	24,200
対売上収益構成比 % of Revenue	4.1%	4.6%	4.6%	5.4%	5.5%	5.4%
対前年同期増減率 Y-Y Change (%)	-	+22.2%	+2.8%	+21.3%	+8.1%	+1.8%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	14,225	17,406	18,018	21,861	23,581	24,000
対売上収益構成比 % of Revenue	4.1%	4.6%	4.6%	5.4%	5.5%	5.3%
対前年同期増減率 Y-Y Change (%)	-	+22.4%	+3.5%	+21.3%	+7.9%	+1.8%

※CTCは伊藤志テクノソリューションズ株式会社の略称です。

※CTC is the abbreviation for ITOCHU Techno-Solutions Corporation.

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	2019/3(予) (Projected)
受注高 Orders Received	369,134	388,087	398,333	437,553	435,246	455,000
対前年同期増減率 Y-Y Change (%)	-	+5.1%	+2.6%	+9.8%	△ 0.5%	+4.5%
受注残高 Backlog	195,473	201,621	208,348	238,052	243,673	248,673

3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2017年3月期 Fiscal year ended March 31, 2017					2018年3月期 Fiscal year ended March 31, 2018				
	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	82,399	93,418	96,116	135,914	407,849	86,054	104,239	104,413	134,918	429,625
流通・エンタープライズ事業 Distribution & Enterprise	28,655	30,771	30,974	36,546	126,947	29,283	33,089	36,780	41,495	140,650
構成比 Share (%)	34.8%	33.0%	32.2%	26.9%	31.1%	34.0%	31.7%	35.2%	30.7%	32.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+2.2%	+7.5%	+18.7%	+13.5%	+10.8%
情報通信事業 Telecommunications	26,122	32,220	31,177	59,042	148,563	27,564	34,798	36,098	52,697	151,158
構成比 Share (%)	31.7%	34.5%	32.4%	43.5%	36.4%	32.0%	33.4%	34.6%	39.1%	35.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+5.5%	+8.0%	+15.8%	△10.7%	+1.7%
公共・広域事業 Public & Regional	7,347	8,042	9,664	12,686	37,740	7,870	10,488	8,678	12,017	39,055
構成比 Share (%)	8.9%	8.6%	10.1%	9.3%	9.3%	9.2%	10.1%	8.3%	8.9%	9.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+7.1%	+30.4%	△10.2%	△5.3%	+3.5%
金融・社会インフラ事業 Finance & Social Infrastructure	11,686	12,460	11,380	15,260	50,787	13,442	14,072	12,655	14,392	54,563
構成比 Share (%)	14.2%	13.3%	11.8%	11.2%	12.5%	15.6%	13.5%	12.1%	10.7%	12.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+15.0%	+12.9%	+11.2%	△5.7%	+7.4%
ITサービス事業 IT Services	2,528	2,792	2,640	2,745	10,707	2,382	2,939	2,829	2,576	10,727
構成比 Share (%)	3.1%	3.0%	2.8%	2.0%	2.6%	2.8%	2.8%	2.7%	1.9%	2.5%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△5.8%	5.2%	7.2%	△6.2%	0.2%
その他 Others	6,059	7,130	10,279	9,632	33,102	5,510	8,849	7,371	11,738	33,470
構成比 Share (%)	7.3%	7.6%	10.7%	7.1%	8.1%	6.4%	8.5%	7.1%	8.7%	7.8%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△9.1%	+24.1%	△28.3%	+21.9%	+1.1%

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)

	2017年3月期 Fiscal year ended March 31, 2017					2018年3月期 Fiscal year ended March 31, 2018				
	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	1,990	6,922	6,018	16,369	31,300	3,124	8,841	6,380	15,382	33,729
流通・エンタープライズ事業 Distribution & Enterprise	354	1,633	1,794	3,416	7,198	1,069	1,972	1,797	3,999	8,839
情報通信事業 Telecommunications	1,017	2,626	2,285	8,679	14,608	946	3,033	2,396	6,465	12,842
公共・広域事業 Public & Regional	△ 175	△ 302	△ 2	1,418	937	△ 173	215	122	1,266	1,430
金融・社会インフラ事業 Finance & Social Infrastructure	460	938	29	1,305	2,734	726	438	332	1,489	2,985
ITサービス事業 IT Services	1,167	2,217	2,008	2,356	7,750	1,136	2,310	1,693	1,609	6,751
その他 Others	△ 40	264	356	321	901	△ 579	△ 68	64	1,570	986
調整額 Adjustment	△ 793	△ 456	△ 452	△ 1,128	△ 2,831	△ 1	939	△ 26	△ 1,017	△ 106

※ 2017年4月1日付の組織改編にて、技術戦略グループを新設し、科学システム事業部、情報システム室、イノベーション推進室を集約して「その他」の区分に含めております。この結果、従来「調整額」に含めていた情報システム室及びイノベーション推進室を、第1四半期連結会計期間より「その他」へ移管しております。これに伴い、前連結会計年度のセグメント情報については、変更後の区分方法により作成したものを記載しております。

※ According to reform of our organization on April 1, 2017, created "Advanced IT Strategy group" in which "Science & Engineering Systems Division", "Corporate Information System Division", and "Innovation and R&D Division" are integrated. As a result, "Corporate Information Systems Division" and "Innovation and R&D Division" which had been included in the "Adjustments" segment were transferred to "Others" from this Q1 consolidated accounting period. Along with this, the segment information for the previous consolidated accounting year is described based on the new classification method.

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	2018/3
通信／放送 Telecommunications/ Broadcasting	105,798	114,547	125,506	126,774	122,664
構成比 % of Revenue (%)	30.2%	30.0%	32.0%	31.1%	28.6%
対前年同期増減率 Y-Y Change (%)	-	+8.3%	+9.6%	+1.0%	△3.2%
電気 Electronics	17,210	14,755	19,987	17,475	20,668
構成比 % of Revenue (%)	4.9%	3.9%	5.1%	4.3%	4.8%
対前年同期増減率 Y-Y Change (%)	-	△14.3%	+35.5%	△12.6%	+18.3%
製造等 Manufacturing (excluding electronics)	54,848	54,307	51,123	56,654	59,076
構成比 % of Revenue (%)	15.6%	14.2%	13.1%	13.8%	13.8%
対前年同期増減率 Y-Y Change (%)	-	△1.0%	△5.9%	+10.8%	+4.3%
情報サービス Information Services	66,515	71,755	71,861	76,112	79,982
構成比 % of Revenue (%)	19.0%	18.8%	18.4%	18.7%	18.6%
対前年同期増減率 Y-Y Change (%)	-	+7.9%	+0.1%	+5.9%	+5.1%
公共 Public Sector	13,267	15,180	16,179	14,540	14,228
構成比 % of Revenue (%)	3.8%	4.0%	4.1%	3.6%	3.3%
対前年同期増減率 Y-Y Change (%)	-	+14.4%	+6.6%	△10.1%	△2.1%
商業／運輸 Commerce/ Transportation	28,159	42,506	28,780	38,423	37,149
構成比 % of Revenue (%)	8.0%	11.1%	7.3%	9.4%	8.6%
対前年同期増減率 Y-Y Change (%)	-	+50.9%	△32.3%	+33.5%	△3.3%
金融／保険 Finance/ Insurance	42,048	44,619	50,862	52,066	63,184
構成比 % of Revenue (%)	12.0%	11.7%	13.0%	+12.8%	14.7%
対前年同期増減率 Y-Y Change (%)	-	+6.1%	+14.0%	+2.4%	+21.4%
その他 Others	22,718	24,267	27,304	25,801	32,670
構成比 % of Revenue (%)	6.5%	6.3%	7.0%	6.3%	7.6%
対前年同期増減率 Y-Y Change (%)	-	+6.8%	+12.5%	△5.5%	+26.6%
合計 Total Revenue	350,567	381,939	391,606	407,849	429,625
構成比 % of Revenue (%)	100.0%	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%	+5.3%

6. 販売費及び一般管理費 内訳 SG&A Expenses

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3	2017/3	2018/3
販売費及び一般管理費 SG&A Expenses	△ 59,387	△ 62,500	△ 63,464	△ 65,512	△ 69,165
人件費 Personnel Expenses	△ 34,699	△ 36,998	△ 37,076	△ 37,850	△ 39,725
委託社員受入費 Outside Staff Expenses	△ 5,970	△ 5,890	△ 5,797	△ 5,691	△ 6,291
減価償却費 Depreciation and amortization	△ 3,071	△ 2,993	△ 2,830	△ 2,505	△ 3,095
その他 Others	△ 15,646	△ 16,618	△ 17,760	△ 19,464	△ 20,052

7. 従業員の推移 Number of Employees

(単位:人 People)

	2014/3	2015/3	2016/3	2017/3	2018/3
CTCグループ社員 CTC Group Employees	7,781	7,925	8,074	8,193	8,266
うちシステムエンジニア System Engineers	-	3,413	3,427	3,387	3,459
うちカスタマーエンジニア Customer Engineers	-	995	995	1,006	1,014
派遣社員 Outside Staff	5,185	5,409	5,561	5,712	5,660
うちシステムエンジニア System Engineers	-	2,759	2,805	2,881	3,105
うちカスタマーエンジニア Customer Engineers	-	669	564	636	605
CTCグループ全従業員 Total	12,966	13,334	13,635	13,905	13,926
うちシステムエンジニア System Engineers	-	6,172	6,232	6,268	6,564
うちカスタマーエンジニア Customer Engineers	-	1,664	1,559	1,642	1,619

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	2018/3
資産合計 Total Assets	282,650	302,734	307,932	333,123	353,882
資本合計 Total Equity	166,700	172,907	183,043	195,701	210,850
株主資本比率 (%) Percentage Ownership of the Owners of the Company.	57.7%	55.8%	58.2%	57.7%	58.4%

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	2018/3
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	11,014
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	△ 2,306
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	△ 5,994
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	51,003

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	2018/3
設備投資額 Capital Investment	△ 6,968	△ 7,975	△ 11,083	△ 10,748	△ 5,208
減価償却費 Depreciation and Amortization	△ 7,558	△ 8,202	△ 8,442	△ 8,438	△ 8,820

11. 株主資本合計当社株主に帰属する当期純利益率(ROE)および資産合計当期純利益率(ROA)
Return On Equity and Return On Asset

	2014/3	2015/3	2016/3	2017/3	2018/3
株主資本合計当社株主に帰属する当期純利益率 ROE (%)	8.9%	10.5%	10.4%	11.8%	11.8%
資産合計当期純利益率 ROA (%)	5.1%	5.9%	5.9%	6.8%	6.9%

12. 一株当たり情報 Per Share Data

	2014/3	2015/3	2016/3	2017/3	2018/3
基本的一株当たり当社株主に帰属する当期純利益 Earnings Per Share	120.00	148.79	155.85	189.09	204.07
一株当たり株主資本合計 Book-value Per Share	1,384.17	1,460.66	1,550.72	1,662.21	1,788.25
一株当たり配当金 Cash Dividends Per Share	55.00	60.00	70.00	80.00	90.00(予) (Plan)

※株式分割調整後

※After adjustment of stock split

2018/3
102.04
894.13
45.00(予) (Plan)

※当社は、2015年4月1日付及び2018年4月1日付で、それぞれ普通株式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 and April 1, 2018.

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)

	2017年3月期 Fiscal year ended March 31, 2017				2018年3月期 Fiscal year ended March 31, 2018			
	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	82,399	93,418	96,116	135,914	86,054	104,239	104,413	134,918
対前年同期増減率 Y-Y Change (%)	+7.1%	+5.8%	+11.1%	△2.8%	+4.4%	+11.6%	+8.6%	△0.7%
売上原価 Cost of Sales	△ 64,317	△ 71,322	△ 74,529	△ 100,963	△ 66,545	△ 79,500	△ 80,926	△ 101,051
対売上収益構成比 % of Revenue	78.1%	76.3%	77.5%	74.3%	77.3%	76.3%	77.5%	74.9%
対前年同期増減率 Y-Y Change (%)	+8.1%	+4.3%	+12.3%	△4.6%	+3.5%	+11.5%	+8.6%	+0.1%
売上総利益 Gross Profit	18,082	22,095	21,587	34,950	19,508	24,738	23,487	33,866
対売上収益構成比 % of Revenue	21.9%	23.7%	22.5%	25.7%	22.7%	23.7%	22.5%	25.1%
対前年同期増減率 Y-Y Change (%)	+3.8%	+10.8%	+7.0%	+2.9%	+7.9%	+12.0%	+8.8%	△3.1%
その他の収益及び費用 Other Income and Expenses	△ 16,098	△ 15,189	△ 15,729	△ 18,569	△ 16,766	△ 16,998	△ 17,357	△ 17,855
対売上収益構成比 % of Revenue	19.5%	16.3%	16.4%	13.7%	19.5%	16.3%	16.6%	13.2%
対前年同期増減率 Y-Y Change (%)	+2.4%	△3.8%	△2.4%	+16.4%	+4.2%	+11.9%	+10.3%	△3.8%
販売費及び一般管理費 SG&A Expenses	△ 15,793	△ 15,272	△ 15,885	△ 18,560	△ 16,795	△ 17,059	△ 17,417	△ 17,893
その他の収益 Other Income	69	57	125	95	81	94	123	73
その他の費用 Other Expenses	△ 374	25	30	△ 104	△ 52	△ 32	△ 63	△ 35
営業利益 Operating Income	1,983	6,906	5,857	16,381	2,741	7,740	6,129	16,010
対売上収益構成比 % of Revenue	2.4%	7.4%	6.1%	12.1%	3.2%	7.4%	5.9%	11.9%
対前年同期増減率 Y-Y Change (%)	+17.0%	+66.1%	+44.3%	△9.1%	+38.2%	+12.1%	+4.6%	△2.3%
税引前利益 Profit before Tax	1,990	6,922	6,018	16,369	3,124	8,841	6,380	15,382
対売上収益構成比 % of Revenue	2.4%	7.4%	6.3%	12.0%	3.6%	8.5%	6.1%	11.4%
対前年同期増減率 Y-Y Change (%)	+5.8%	+69.9%	+46.1%	△8.4%	+57.0%	+27.7%	+6.0%	△6.0%
当期純利益 Net Profit	1,249	4,736	4,106	11,903	2,076	6,022	4,299	11,376
対売上収益構成比 % of Revenue	1.5%	5.1%	4.3%	8.8%	2.4%	5.8%	4.1%	8.4%
対前年同期増減率 Y-Y Change (%)	+9.5%	+82.1%	+59.8%	+0.7%	+66.2%	+27.1%	+4.7%	△4.4%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	1,246	4,666	4,037	11,911	2,067	6,036	4,223	11,254
対売上収益構成比 % of Revenue	1.5%	5.0%	4.2%	8.8%	2.4%	5.8%	4.0%	8.3%
対前年同期増減率 Y-Y Change (%)	+4.5%	+79.7%	+63.6%	+1.3%	+65.9%	+29.3%	+4.6%	△5.5%

※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.

※※CTCは伊藤忠テクノソリューションズの略称です。

※※CTC is the abbreviation for ITOCHU Techno-Solutions.

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

(単位:百万円 Millions of yen)

	2017年3月期 Fiscal year ended March 31, 2017				2018年3月期 Fiscal year ended March 31, 2018			
	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	78,634	95,198	103,633	160,086	83,704	110,908	93,254	147,379
対前年同期増減率 Y-Y Change (%)	+7.7%	+8.1%	+16.3%	+8.1%	+6.4%	+16.5%	△10.0%	△7.9%
受注残高 Backlog	204,583	206,364	213,881	238,052	235,702	242,371	231,212	243,673

3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2017年3月期 Fiscal year ended March 31, 2017				2018年3月期 Fiscal year ended March 31, 2018			
	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
通信／放送 Telecommunications/ Broadcasting	21,446	26,689	26,879	51,759	21,214	29,188	28,108	44,152
構成比 % of Revenue (%)	26.0%	28.6%	28.0%	38.1%	24.7%	28.0%	26.9%	32.7%
対前年同期増減率 Y-Y Change (%)	△5.0%	+8.0%	+11.7%	△4.4%	△1.1%	+9.4%	+4.6%	△14.7%
電気 Electronics	3,635	3,724	4,236	5,879	4,503	4,931	5,880	5,353
構成比 % of Revenue (%)	4.4%	4.0%	4.4%	4.3%	5.2%	4.7%	5.6%	4.0%
対前年同期増減率 Y-Y Change (%)	+4.2%	△14.4%	△14.9%	△18.0%	+23.9%	+32.4%	+38.8%	△8.9%
製造等 Manufacturing (excluding electronics)	11,946	13,006	14,079	17,620	13,976	13,476	14,265	17,357
構成比 % of Revenue (%)	14.5%	13.9%	14.6%	13.0%	16.2%	12.9%	13.7%	12.8%
対前年同期増減率 Y-Y Change (%)	+13.2%	+1.9%	+13.5%	+14.5%	+17.0%	+3.6%	+1.3%	△1.5%
情報サービス Information Services	16,884	18,008	18,841	22,377	17,908	19,565	18,942	23,566
構成比 % of Revenue (%)	20.5%	19.3%	19.6%	16.5%	20.8%	18.8%	18.1%	17.5%
対前年同期増減率 Y-Y Change (%)	+10.2%	△0.7%	+10.0%	+5.2%	+6.1%	+8.6%	+0.5%	+5.3%
公共 Public Sector	2,759	2,925	3,355	5,499	2,229	4,253	2,106	5,639
構成比 % of Revenue (%)	3.4%	3.1%	3.5%	4.0%	2.6%	4.1%	2.0%	4.2%
対前年同期増減率 Y-Y Change (%)	△5.2%	+2.8%	+2.7%	△23.2%	△19.2%	+45.4%	△37.2%	+2.5%
商業／運輸 Commerce/ Transportation	9,632	10,249	8,187	10,354	9,617	9,569	8,560	9,401
構成比 % of Revenue (%)	11.7%	11.0%	8.5%	7.6%	11.2%	9.2%	8.2%	7.0%
対前年同期増減率 Y-Y Change (%)	+67.8%	+43.9%	+29.8%	+7.7%	△0.2%	△6.6%	+4.6%	△9.2%
金融／保険 Finance/ Insurance	10,904	12,282	14,955	13,923	10,917	14,957	18,764	18,545
構成比 % of Revenue (%)	13.2%	13.1%	15.6%	10.2%	12.7%	14.3%	18.0%	13.7%
対前年同期増減率 Y-Y Change (%)	+1.3%	+3.9%	+18.6%	△11.1%	+0.1%	+21.8%	+25.5%	+33.2%
その他 Others	5,189	6,531	5,580	8,500	5,686	8,296	7,784	10,901
構成比 % of Total Sales (%)	6.3%	7.0%	5.8%	6.3%	6.6%	8.0%	7.5%	8.1%
対前年同期増減率 Y-Y Change (%)	△6.8%	△0.0%	△3.1%	△10.0%	+9.6%	+27.0%	+39.5%	+28.2%
合計 Total Revenue	82,399	93,418	96,116	135,914	86,054	104,239	104,413	134,918
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 (%)	+7.1%	+5.8%	+11.1%	△2.8%	+4.4%	+11.6%	+8.6%	△0.7%

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	2018/3
売上高 Total Sales	305,276	336,487	343,151	359,456	384,618
対前年同期増減率 Y-Y Change (%)	+1.8%	+10.2%	+2.0%	+4.8%	+7.0%
売上原価 Cost of Sales	243,834	270,601	276,143	286,230	307,135
対売上高構成比 % of Total Sales	79.9%	80.4%	80.5%	79.6%	79.9%
対前年同期増減率 Y-Y Change (%)	+4.2%	+11.0%	+2.0%	+3.7%	+7.3%
売上総利益 Gross Profit	61,442	65,885	67,008	73,225	77,483
対売上高構成比 % of Total Sales	20.1%	19.6%	19.5%	20.4%	20.1%
対前年同期増減率 Y-Y Change (%)	△6.6%	+7.2%	+1.7%	+9.3%	+5.8%
販売費及び一般管理費 SG&A Expenses	48,664	49,179	50,112	52,828	57,015
対売上高構成比 % of Total Sales	15.9%	14.6%	14.6%	14.7%	14.8%
対前年同期増減率 Y-Y Change (%)	△0.9%	+1.1%	+1.9%	+5.4%	+7.9%
営業利益 Operating Income	12,777	16,705	16,895	20,397	20,467
対売上高構成比 % of Total Sales	4.2%	5.0%	4.9%	5.7%	5.3%
対前年同期増減率 Y-Y Change (%)	△23.5%	+30.7%	+1.1%	+20.7%	+0.3%
経常利益 Ordinary Income	18,489	24,568	21,506	23,218	24,894
対売上高構成比 % of Total Sales	6.1%	7.3%	6.3%	6.5%	6.5%
対前年同期増減率 Y-Y Change (%)	△15.8%	+32.9%	△12.5%	+8.0%	+7.2%
税引前当期純利益 Profit before Income Taxes	18,157	29,416	24,830	28,550	30,263
対売上高構成比 % of Total Sales	5.9%	8.7%	7.2%	7.9%	7.9%
対前年同期増減率 Y-Y Change (%)	△14.9%	+62.0%	△15.6%	+15.0%	+6.0%
当期純利益 Net Income	12,570	22,064	18,710	21,906	23,433
対売上高構成比 % of Total Sales	4.1%	6.6%	5.5%	6.1%	6.1%
対前年同期増減率 Y-Y Change (%)	△11.8%	+75.5%	△15.2%	+17.1%	+7.0%

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

	2017年3月期 Fiscal year ended March 31, 2017				2018年3月期 Fiscal year ended March 31, 2018			
	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	70,932	81,217	78,624	128,680	73,913	92,346	90,600	127,758
対前年同期増減率 Y-Y Change (%)	+13.7%	+5.0%	+7.9%	△1.4%	+4.2%	+13.7%	+15.2%	△0.7%
売上原価 Cost of Sales	57,030	64,951	63,297	100,951	59,727	73,641	73,199	100,566
対売上高構成比 % of Total Sales	80.4%	80.0%	80.5%	78.5%	80.8%	79.7%	80.8%	78.7%
対前年同期増減率 Y-Y Change (%)	+14.0%	+2.9%	+7.7%	△3.2%	+4.7%	+13.4%	+15.6%	△0.4%
売上総利益 Gross Profit	13,902	16,265	15,327	27,729	14,185	18,705	17,400	27,191
対売上高構成比 % of Total Sales	19.6%	20.0%	19.5%	21.5%	19.2%	20.3%	19.2%	21.3%
対前年同期増減率 Y-Y Change (%)	+12.2%	+14.2%	+8.8%	+5.5%	+2.0%	+15.0%	+13.5%	△1.9%
販売費及び一般管理費 SG&A Expenses	12,594	12,445	12,692	15,094	13,967	14,056	14,495	14,496
対売上高構成比 % of Total Sales	17.8%	15.3%	16.1%	11.7%	18.9%	15.2%	16.0%	11.3%
対前年同期増減率 Y-Y Change (%)	+1.5%	△0.4%	△0.7%	+21.4%	+10.9%	+12.9%	+14.2%	△4.0%
営業利益 Operating Income	1,307	3,820	2,634	12,634	218	4,648	2,905	12,695
対売上高構成比 % of Total Sales	1.8%	4.7%	3.4%	9.8%	0.3%	5.0%	3.2%	9.9%
対前年同期増減率 Y-Y Change (%)	-	+117.6%	+102.2%	△8.8%	△83.3%	+21.7%	+10.3%	+0.5%
経常利益 Ordinary Income	2,886	4,282	3,173	12,876	2,807	5,215	3,626	13,245
対売上高構成比 % of Total Sales	4.1%	5.3%	4.0%	10.0%	3.8%	5.6%	4.0%	10.4%
対前年同期増減率 Y-Y Change (%)	△26.0%	+107.6%	+84.0%	△6.8%	△2.8%	+21.8%	+14.3%	+2.9%
税引前当期純利益 Profit before Income Taxes	2,812	4,281	3,169	18,286	2,896	6,124	3,580	17,662
対売上高構成比 % of Total Sales	4.0%	5.3%	4.0%	14.2%	3.9%	6.6%	4.0%	13.8%
対前年同期増減率 Y-Y Change (%)	△27.9%	+104.6%	+96.0%	+6.2%	+3.0%	+43.1%	+13.0%	△3.4%
当期純利益 Net Income	2,344	2,942	2,136	14,483	2,820	4,195	2,396	14,021
対売上高構成比 % of Total Sales	3.3%	3.6%	2.7%	11.3%	3.8%	4.5%	2.6%	11.0%
対前年同期増減率 Y-Y Change (%)	△37.9%	+118.5%	+122.9%	+14.6%	+20.3%	+42.6%	+12.2%	△3.2%

3. 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)

	2018年3月期 Fiscal year ended March 31, 2018									
	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 (%)	23,110	31.3%	34,480	37.3%	34,630	38.2%	52,823	41.3%	145,045
サーバ Server /対売上高構成比 % of Total Sales (%)	1,816	2.5%	2,848	3.1%	3,140	3.5%	6,456	5.0%	14,261	3.7%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	7,458	10.1%	10,047	10.8%	9,790	10.8%	16,752	13.1%	44,048	11.4%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,174	1.6%	1,805	2.0%	1,795	2.0%	3,573	2.8%	8,348	2.2%
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 (%)	7,684	10.4%	9,468	10.3%	8,026	8.8%	10,866	8.5%	36,046	9.4%
その他 Others /対売上高構成比 % of Total Sales (%)	4,977	6.7%	10,311	11.1%	11,878	13.1%	15,173	11.9%	42,339	11.0%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	16,463	22.3%	20,886	22.6%	18,136	20.0%	33,074	25.9%	88,560	23.0%
サービス Services /対売上高構成比 % of Total Sales (%)	34,339	46.4%	36,979	40.1%	37,832	41.8%	41,860	32.8%	151,012	39.3%
保守・設置・構築/ Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	21,828	29.4%	23,524	25.5%	24,004	26.5%	26,441	20.7%	95,799	24.9%
運用 Operation /対売上高構成比 % of Total Sales (%)	8,248	11.2%	8,665	9.4%	8,682	9.6%	9,133	7.2%	34,730	9.1%
その他サービス Other Services /対売上高構成比 % of Total Sales (%)	4,261	5.8%	4,789	5.2%	5,145	5.7%	6,285	4.9%	20,482	5.3%
合計 Total /対売上高構成比 % of Total Sales (%)	73,913	100.0%	92,346	100.0%	90,600	100.0%	127,758	100.0%	384,618	100.0%

(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%

※形態別の集計方法を、2018年3月期から変更しています。前年情報は参考値としてご参照ください。

※From the fiscal year ended March 31, 2018, we have changed the aggregation method of business model. The previous year's values are for your reference.