

2019年3月期
連結決算補足資料

Consolidated Financial Summary
For the fiscal year ended March 31, 2019

(April 1, 2018 – March 31, 2019)

2019年4月26日
April 26, 2019

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

注：・本資料は、金融商品取引法に基づく監査手続きの対象外であり、本資料の公表時点において、金融商品取引法に基づく連結財務諸表の監査手続きは終了していません。
・本資料に記載されている業績予想は様々な要因により変化することがあり、実際の業績を確約するものではありません。

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)

	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3(予) (Projected)
売上収益 Revenue	381,939	391,606	407,849	429,625	451,957	480,000
対前年同期増減率 Y-Y Change (%)	+8.9%	+2.5%	+4.1%	+5.3%	+5.2%	+6.2%
売上原価 Cost of Sales	△ 290,660	△ 300,080	△ 311,133	△ 328,024	△ 344,248	△ 365,000
対売上収益構成比 % of Revenue	76.1%	76.6%	76.3%	76.4%	76.2%	76.0%
対前年同期増減率 Y-Y Change (%)	+8.9%	+3.2%	+3.7%	+5.4%	+4.9%	+6.0%
売上総利益 Gross Profit	91,279	91,526	96,716	101,601	107,709	115,000
対売上収益構成比 % of Revenue	23.9%	23.4%	23.7%	23.6%	23.8%	24.0%
対前年同期増減率 Y-Y Change (%)	+9.0%	+0.3%	+5.7%	+5.1%	+6.0%	+6.8%
その他の収益及び費用 Other Income and Expenses	△ 61,940	△ 63,583	△ 65,586	△ 68,978	△ 71,810	△ 76,000
対売上収益構成比 % of Revenue	16.2%	16.2%	16.1%	16.1%	15.9%	15.8%
対前年同期増減率 Y-Y Change (%)	+3.4%	+2.7%	+3.2%	+5.2%	+4.1%	+5.8%
販売費及び一般管理費 SG&A Expenses	△ 62,500	△ 63,464	△ 65,512	△ 69,165	△ 71,795	△ 76,000
その他の収益 Other Income	1,225	450	348	371	558	-
その他の費用 Other Expenses	△ 666	△ 569	△ 423	△ 185	△ 574	-
営業利益 Operating Income	29,339	27,942	31,129	32,622	35,898	39,000
対売上収益構成比 % of Revenue	7.7%	7.1%	7.6%	7.6%	7.9%	8.1%
対前年同期増減率 Y-Y Change (%)	+23.2%	△4.8%	+11.4%	+4.8%	+10.0%	+8.6%
税引前利益 Profit before Tax	29,494	27,942	31,300	33,729	36,286	39,500
対売上収益構成比 % of Revenue	7.7%	7.1%	7.7%	7.9%	8.0%	8.2%
対前年同期増減率 Y-Y Change (%)	+22.8%	△5.3%	+12.0%	+7.8%	+7.6%	+8.9%
当期純利益 Net Profit	17,650	18,138	21,996	23,774	24,878	27,300
対売上収益構成比 % of Revenue	4.6%	4.6%	5.4%	5.5%	5.5%	5.7%
対前年同期増減率 Y-Y Change (%)	+22.2%	+2.8%	+21.3%	+8.1%	+4.6%	+9.7%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	17,406	18,018	21,861	23,581	24,616	27,000
対売上収益構成比 % of Revenue	4.6%	4.6%	5.4%	5.5%	5.4%	5.6%
対前年同期増減率 Y-Y Change (%)	+22.4%	+3.5%	+21.3%	+7.9%	+4.4%	+9.7%

※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)

	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3(予) (Projected)
受注高 Orders Received	388,087	398,333	437,553	435,246	470,177	485,000
対前年同期増減率 Y-Y Change (%)	+5.1%	+2.6%	+9.8%	△0.5%	+8.0%	+3.2%
受注残高 Backlog	201,621	208,348	238,052	243,673	262,935	267,935

3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2018年3月期 Fiscal year ended March 31, 2018					2019年3月期 Fiscal year ended March 31, 2019				
	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	86,054	104,239	104,413	134,918	429,625	90,974	101,175	107,859	151,947	451,957
流通・エンタープライズ事業 Distribution & Enterprise	29,509	33,269	36,884	41,558	141,222	27,986	32,141	39,514	45,359	145,002
構成比 Share (%)	34.3%	32.0%	35.3%	30.8%	32.9%	30.8%	31.8%	36.6%	29.9%	32.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△5.2%	△3.4%	+7.1%	+9.1%	+2.7%
情報通信事業 Telecommunication	27,564	34,798	36,098	52,697	151,158	33,345	36,480	35,466	63,567	168,860
構成比 Share (%)	32.0%	33.4%	34.6%	39.1%	35.2%	36.7%	36.0%	32.9%	41.8%	37.4%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+21.0%	+4.8%	△1.7%	+20.6%	+11.7%
広域・社会インフラ事業 Regional & Social Infrastructure	11,936	14,883	11,363	15,700	53,883	10,109	11,480	11,568	16,132	49,291
構成比 Share (%)	13.9%	14.2%	10.9%	11.6%	12.5%	11.1%	11.3%	10.7%	10.6%	10.9%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△15.3%	△22.9%	+1.8%	+2.8%	△8.5%
金融事業 Finance	9,275	9,497	9,826	10,590	39,189	9,196	9,687	9,657	12,019	40,560
構成比 Share (%)	10.8%	9.1%	9.4%	7.8%	9.1%	10.1%	9.6%	9.0%	7.9%	9.0%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△0.9%	+2.0%	△1.7%	+13.5%	+3.5%
ITサービス事業 IT Services	2,382	2,939	2,868	2,633	10,824	3,022	2,906	2,975	2,436	11,340
構成比 Share (%)	2.8%	2.8%	2.7%	2.0%	2.5%	3.3%	2.9%	2.8%	1.6%	2.5%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	26.9%	△1.1%	3.7%	△7.5%	4.8%
その他 Others	5,386	8,850	7,371	11,738	33,346	7,314	8,479	8,676	12,432	36,903
構成比 Share (%)	6.2%	8.5%	7.1%	8.7%	7.8%	8.0%	8.4%	8.0%	8.2%	8.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+35.8%	△4.2%	+17.7%	+5.9%	+10.7%

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)

	2018年3月期 Fiscal year ended March 31, 2018					2019年3月期 Fiscal year ended March 31, 2019				
	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	3,124	8,841	6,380	15,382	33,729	3,356	7,461	7,434	18,034	36,286
流通・エンタープライズ事業 Distribution & Enterprise	1,075	2,986	1,682	3,990	9,735	609	1,903	3,140	4,160	9,813
情報通信事業 Telecommunication	849	2,960	2,292	6,401	12,505	961	2,663	2,132	9,177	14,935
広域・社会インフラ事業 Regional & Social Infrastructure	98	169	24	1,605	1,898	△198	120	113	1,082	1,117
金融事業 Finance	399	418	382	1,116	2,318	379	616	412	1,127	2,535
ITサービス事業 IT Services	1,316	2,502	1,959	1,707	7,486	1,757	2,600	2,354	2,501	9,214
その他 Others	△608	△68	64	1,599	986	44	214	176	1,835	2,270
調整額 Adjustment	△6	△129	△26	△1,039	△1,200	△197	△657	△894	△1,849	△3,599

※ 2018年4月1日付の組織改編にて、従来「金融・社会インフラ事業」に含まれていた公益分野向けビジネスを「公共・広域事業」に移管し、セグメントの名称を「公共・広域事業」から「広域・社会インフラ事業」及び「金融・社会インフラ事業」から「金融事業」にそれぞれ変更しております。これに伴い、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, 2018, business for social, which was previously included in the "Finance & Social Infrastructure" was transferred to the "Public & Regional" and the name of this segment was changed from the "Public & Regional" to the "Regional & Social Infrastructure" and from the "Finance & Social Infrastructure" to "Finance". Along with this, the segment information consolidated accumulated period is described based on the new classification method.

<参考> セグメント別 ビジネスモデル別売上収益 Revenue by segments and business model

(単位:百万円 Millions of yen)

	2019年3月期 Fiscal year ended March 31, 2019				
	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
売上収益 Revenue	90,974	101,175	107,859	151,947	451,957
サービス Services	41,968	43,833	44,894	48,409	179,105
開発・SI Application Development, Infrastructure SI	18,739	21,304	24,355	30,563	94,963
製品 Products	30,267	36,037	38,609	72,974	177,888
流通・エンタープライズ事業 Distribution & Enterprise	27,986	32,141	39,514	45,359	145,002
サービス Services	15,414	16,605	16,519	18,041	66,581
開発・SI Application Development, Infrastructure SI	6,477	7,502	9,553	11,016	34,550
製品 Products	6,094	8,033	13,441	16,301	43,871
情報通信事業 Telecommunication	33,345	36,480	35,466	63,567	168,860
サービス Services	11,793	11,948	12,727	13,898	50,367
開発・SI Application Development, Infrastructure SI	4,963	6,419	7,400	9,955	28,738
製品 Products	16,589	18,112	15,338	39,713	89,754
広域・社会インフラ事業 Regional & Social Infrastructure	10,109	11,480	11,568	16,132	49,291
サービス Services	6,064	6,334	6,451	7,006	25,857
開発・SI Application Development, Infrastructure SI	1,717	2,133	2,147	2,831	8,829
製品 Products	2,327	3,012	2,969	6,294	14,604
金融事業 Finance	9,196	9,687	9,657	12,019	40,560
サービス Services	3,689	3,676	3,665	4,031	15,062
開発・SI Application Development, Infrastructure SI	4,272	4,316	4,162	4,437	17,188
製品 Products	1,234	1,694	1,829	3,549	8,308
ITサービス事業 IT Services	3,022	2,906	2,975	2,436	11,340
サービス Services	2,812	2,604	2,709	2,183	10,310
開発・SI Application Development, Infrastructure SI	178	214	193	187	773
製品 Products	30	87	72	65	256
その他 Others	7,314	8,479	8,676	12,432	36,903
サービス Services	2,193	2,663	2,821	3,247	10,926
開発・SI Application Development, Infrastructure SI	1,130	719	897	2,135	4,882
製品 Products	3,990	5,096	4,957	7,049	21,094

※ 本情報につきましては、2019年3月期より記載しております。

※ The information has been disclosed since the fiscal year ending March 31, 2019.

5. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2015/3	2016/3	2017/3	2018/3	2019/3
通信／放送 Telecommunications/ Broadcasting	114,547	125,506	126,774	122,664	136,372
構成比 % of Revenue (%)	30.0%	32.0%	31.1%	28.6%	30.2%
対前年同期増減率 Y-Y Change (%)	+8.3%	+9.6%	+1.0%	△3.2%	+11.2%
電気 Electronics	14,755	19,987	17,475	20,668	18,614
構成比 % of Revenue (%)	3.9%	5.1%	4.3%	4.8%	4.1%
対前年同期増減率 Y-Y Change (%)	△14.3%	+35.5%	△12.6%	+18.3%	△9.9%
製造等 Manufacturing (excluding electronics)	54,307	51,123	56,654	59,076	65,944
構成比 % of Revenue (%)	14.2%	13.1%	13.8%	13.8%	14.6%
対前年同期増減率 Y-Y Change (%)	△1.0%	△5.9%	+10.8%	+4.3%	+11.6%
情報サービス Information Services	71,755	71,861	76,112	79,982	91,132
構成比 % of Revenue (%)	18.8%	18.4%	18.7%	18.6%	20.2%
対前年同期増減率 Y-Y Change (%)	+7.9%	+0.1%	+5.9%	+5.1%	+13.9%
公共 Public Sector	15,180	16,179	14,540	14,228	13,766
構成比 % of Revenue (%)	4.0%	4.1%	3.6%	3.3%	3.0%
対前年同期増減率 Y-Y Change (%)	+14.4%	+6.6%	△10.1%	△2.1%	△3.3%
商業／運輸 Commerce/ Transportation	42,506	28,780	38,423	37,149	33,389
構成比 % of Revenue (%)	11.1%	7.3%	9.4%	8.6%	7.4%
対前年同期増減率 Y-Y Change (%)	+50.9%	△32.3%	+33.5%	△3.3%	△10.1%
金融／保険 Finance/ Insurance	44,619	50,862	52,066	63,184	60,806
構成比 % of Revenue (%)	11.7%	13.0%	12.8%	14.7%	13.4%
対前年同期増減率 Y-Y Change (%)	+6.1%	+14.0%	+2.4%	+21.4%	△3.8%
その他 Others	24,267	27,304	25,801	32,670	31,931
構成比 % of Revenue (%)	6.3%	7.0%	6.3%	7.6%	7.1%
対前年同期増減率 Y-Y Change (%)	+6.8%	+12.5%	△5.5%	+26.6%	△2.3%
合計 Total Revenue	381,939	391,606	407,849	429,625	451,957
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%	+5.2%

6. 販売費及び一般管理費 内訳 SG&A Expenses

(単位:百万円 Millions of yen)

	2015/3	2016/3	2017/3	2018/3	2019/3
販売費及び一般管理費 SG&A Expenses	△ 62,500	△ 63,464	△ 65,512	△ 69,165	△ 71,795
人件費 Personnel Expenses	△ 36,998	△ 37,076	△ 37,850	△ 39,725	△ 41,227
委託社員受入費 Outside Staff Expenses	△ 5,890	△ 5,797	△ 5,691	△ 6,291	△ 6,219
減価償却費 Depreciation and Amortization	△ 2,993	△ 2,830	△ 2,505	△ 3,095	△ 3,083
その他 Others	△ 16,618	△ 17,760	△ 19,464	△ 20,052	△ 21,264

7. 従業員の推移 Number of Employees

(単位:人 People)

	2015/3	2016/3	2017/3	2018/3	2019/3
CTCグループ社員 CTC Group Employees	7,925	8,074	8,193	8,266	8,442
うちシステムエンジニア System Engineers	3,413	3,427	3,387	3,459	3,567
うちカスタマーエンジニア Customer Engineers	995	995	1,006	1,014	1,023
派遣社員 Outside Staff	5,409	5,561	5,712	5,660	5,761
うちシステムエンジニア System Engineers	2,759	2,805	2,881	3,105	3,140
うちカスタマーエンジニア Customer Engineers	669	564	636	605	564
CTCグループ全従業員 Total	13,334	13,635	13,905	13,926	14,203
うちシステムエンジニア System Engineers	6,172	6,232	6,268	6,564	6,707
うちカスタマーエンジニア Customer Engineers	1,664	1,559	1,642	1,619	1,587

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

(単位:百万円 Millions of yen)

	2015/3	2016/3	2017/3	2018/3	2019/3
資産合計 Total Assets	302,734	307,932	333,123	353,882	378,936
資本合計 Total Equity	172,907	183,043	195,701	210,850	225,105
株主資本比率 (%) Percentage Ownership of the Owners of the Company.	55.8%	58.2%	57.7%	58.4%	58.2%

9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2015/3	2016/3	2017/3	2018/3	2019/3
営業活動によるキャッシュ・フロー Operating Activities	25,830	21,856	25,203	11,014	20,622
投資活動によるキャッシュ・フロー Investing Activities	△ 17,342	△ 18,185	△ 14,158	△ 2,306	△ 3,235
財務活動によるキャッシュ・フロー Financing Activities	△ 13,594	△ 8,422	△ 7,833	△ 5,994	△ 9,567
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	50,146	44,880	48,213	51,003	58,878

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)

	2015/3	2016/3	2017/3	2018/3	2019/3
設備投資額 Capital Investment	△ 7,975	△ 11,083	△ 10,748	△ 5,208	△ 7,236
減価償却費 Depreciation and Amortization	△ 8,202	△ 8,442	△ 8,438	△ 8,820	△ 8,851

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

	2015/3	2016/3	2017/3	2018/3	2019/3
株主資本合計当社株主に帰属する当期純利益率 ROE (%)	10.5%	10.4%	11.8%	11.8%	11.5%
資産合計当期純利益率 ROA (%)	5.9%	5.9%	6.8%	6.9%	6.7%

12. 一株当たり情報 Per Share Data

	2015/3	2016/3	2017/3	2018/3	2019/3
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	74.39	77.93	94.55	102.04	106.55
一株当たり株主資本合計 Book-value Per Share	730.33	775.36	831.11	894.13	955.30
一株当たり配当金 Cash Dividends Per Share	30.00	35.00	40.00	45.00	50.00(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)

	2018年3月期 Fiscal year ended March 31, 2018				2019年3月期 Fiscal year ended March 31, 2019			
	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
売上収益 Revenue	86,054	104,239	104,413	134,918	90,974	101,175	107,859	151,947
対前年同期増減率 Y-Y Change (%)	+4.4%	+11.6%	+8.6%	△0.7%	+5.7%	△2.9%	+3.3%	+12.6%
売上原価 Cost of Sales	△ 66,545	△ 79,500	△ 80,926	△ 101,051	△ 70,022	△ 76,443	△ 82,467	△ 115,314
対売上収益構成比 % of Revenue	77.3%	76.3%	77.5%	74.9%	77.0%	75.6%	76.5%	75.9%
対前年同期増減率 Y-Y Change (%)	+3.5%	+11.5%	+8.6%	+0.1%	+5.2%	△3.8%	+1.9%	+14.1%
売上総利益 Gross Profit	19,508	24,738	23,487	33,866	20,952	24,731	25,391	36,632
対売上収益構成比 % of Revenue	22.7%	23.7%	22.5%	25.1%	23.0%	24.4%	23.5%	24.1%
対前年同期増減率 Y-Y Change (%)	+7.9%	+12.0%	+8.8%	△3.1%	+7.4%	△0.0%	+8.1%	+8.2%
その他の収益及び費用 Other Income and Expenses	△ 16,766	△ 16,998	△ 17,357	△ 17,855	△ 17,829	△ 17,280	△ 18,099	△ 18,600
対売上収益構成比 % of Revenue	19.5%	16.3%	16.6%	13.2%	19.6%	17.1%	16.8%	12.2%
対前年同期増減率 Y-Y Change (%)	+4.2%	+11.9%	+10.3%	△3.8%	+6.3%	+1.7%	+4.3%	+4.2%
販売費及び一般管理費 SG&A Expenses	△ 16,795	△ 17,059	△ 17,417	△ 17,893	△ 17,872	△ 17,285	△ 18,193	△ 18,447
その他の収益 Other Income	81	94	123	73	57	96	108	300
その他の費用 Other Expenses	△ 52	△ 32	△ 63	△ 35	△ 14	△ 92	△ 14	△ 453
営業利益 Operating Income	2,741	7,740	6,129	16,010	3,122	7,450	7,292	18,032
対売上収益構成比 % of Revenue	3.2%	7.4%	5.9%	11.9%	3.4%	7.4%	6.8%	11.9%
対前年同期増減率 Y-Y Change (%)	+38.2%	+12.1%	+4.6%	△2.3%	+13.9%	△3.7%	+19.0%	+12.6%
税引前利益 Profit before Tax	3,124	8,841	6,380	15,382	3,356	7,461	7,434	18,034
対売上収益構成比 % of Revenue	3.6%	8.5%	6.1%	11.4%	3.7%	7.4%	6.9%	11.9%
対前年同期増減率 Y-Y Change (%)	+57.0%	+27.7%	+6.0%	△6.0%	+7.4%	△15.6%	+16.5%	+17.2%
当期純利益 Net Profit	2,076	6,022	4,299	11,376	2,246	5,129	5,074	12,427
対売上収益構成比 % of Revenue	2.4%	5.8%	4.1%	8.4%	2.5%	5.1%	4.7%	8.2%
対前年同期増減率 Y-Y Change (%)	+66.2%	+27.1%	+4.7%	△4.4%	+8.2%	△14.8%	+18.0%	+9.2%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	2,067	6,036	4,223	11,254	2,267	5,070	4,994	12,283
対売上収益構成比 % of Revenue	2.4%	5.8%	4.0%	8.3%	2.5%	5.0%	4.6%	8.1%
対前年同期増減率 Y-Y Change (%)	+65.9%	+29.3%	+4.6%	△5.5%	+9.7%	△16.0%	+18.3%	+9.1%

※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)

	2018年3月期 Fiscal year ended March 31, 2018				2019年3月期 Fiscal year ended March 31, 2019			
	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
受注高 Orders Received	83,704	110,908	93,254	147,379	88,174	97,463	120,953	163,586
対前年同期増減率 Y-Y Change (%)	+6.4%	+16.5%	△10.0%	△7.9%	+5.3%	△12.1%	+29.7%	+11.0%
受注残高 Backlog	235,702	242,371	231,212	243,673	241,914	238,202	251,296	262,935

3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2018年3月期 Fiscal year ended March 31, 2018				2019年3月期 Fiscal year ended March 31, 2019			
	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	21,214	29,188	28,108	44,152	28,249	28,996	26,644	52,481
構成比 % of Revenue (%)	24.7%	28.0%	26.9%	32.7%	31.1%	28.7%	24.7%	34.5%
対前年同期増減率 Y-Y Change (%)	△1.1%	+9.4%	+4.6%	△14.7%	+33.2%	△0.7%	△5.2%	+18.9%
電気 Electronics	4,503	4,931	5,880	5,353	3,331	4,467	4,354	6,460
構成比 % of Revenue (%)	5.2%	4.7%	5.6%	4.0%	3.7%	4.4%	4.0%	4.2%
対前年同期増減率 Y-Y Change (%)	+23.9%	+32.4%	+38.8%	△8.9%	△26.0%	△9.4%	△25.9%	+20.7%
製造等 Manufacturing (excluding electronics)	13,976	13,476	14,265	17,357	12,594	15,548	16,031	21,770
構成比 % of Revenue (%)	16.2%	12.9%	13.7%	12.9%	13.8%	15.4%	14.9%	14.3%
対前年同期増減率 Y-Y Change (%)	+17.0%	+3.6%	+1.3%	△1.5%	△9.9%	+15.4%	+12.4%	+25.4%
情報サービス Information Services	17,908	19,565	18,942	23,566	17,861	21,047	24,460	27,763
構成比 % of Revenue (%)	20.8%	18.8%	18.1%	17.5%	19.6%	20.8%	22.7%	18.3%
対前年同期増減率 Y-Y Change (%)	+6.1%	+8.6%	+0.5%	+5.3%	△0.3%	+7.6%	+29.1%	+17.8%
公共 Public Sector	2,229	4,253	2,106	5,639	2,323	3,143	3,184	5,114
構成比 % of Revenue (%)	2.6%	4.1%	2.0%	4.2%	2.6%	3.1%	3.0%	3.4%
対前年同期増減率 Y-Y Change (%)	△19.2%	+45.4%	△37.2%	+2.5%	+4.2%	△26.1%	+51.2%	△9.3%
商業／運輸 Commerce/ Transportation	9,617	9,569	8,560	9,401	7,007	7,116	8,957	10,308
構成比 % of Revenue (%)	11.2%	9.2%	8.2%	7.0%	7.7%	7.0%	8.3%	6.8%
対前年同期増減率 Y-Y Change (%)	△0.2%	△6.6%	+4.6%	△9.2%	△27.1%	△25.6%	+4.6%	+9.6%
金融／保険 Finance/ Insurance	10,917	14,957	18,764	18,545	12,150	14,549	14,817	19,288
構成比 % of Revenue (%)	12.7%	14.3%	18.0%	13.7%	13.4%	14.4%	13.7%	12.7%
対前年同期増減率 Y-Y Change (%)	+0.1%	+21.8%	+25.5%	+33.2%	+11.3%	△2.7%	△21.0%	+4.0%
その他 Others	5,686	8,296	7,784	10,901	7,456	6,306	9,408	8,760
構成比 % of Total Sales (%)	6.6%	8.0%	7.5%	8.1%	8.2%	6.2%	8.7%	5.8%
対前年同期増減率 Y-Y Change (%)	+9.6%	+27.0%	+39.5%	+28.2%	+31.1%	△24.0%	+20.9%	△19.6%
合計 Total Revenue	86,054	104,239	104,413	134,918	90,974	101,175	107,859	151,947
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 (%)	+4.4%	+11.6%	+8.6%	△0.7%	+5.7%	△2.9%	+3.3%	+12.6%

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)

	2015/3	2016/3	2017/3	2018/3	2019/3
売上高 Total Sales	336,487	343,151	359,456	384,618	401,420
対前年同期増減率 Y-Y Change (%)	+10.2%	+2.0%	+4.8%	+7.0%	+4.4%
売上原価 Cost of Sales	270,601	276,143	286,230	307,135	319,432
対売上高構成比 % of Total Sales	80.4%	80.5%	79.6%	79.9%	79.6%
対前年同期増減率 Y-Y Change (%)	+11.0%	+2.0%	+3.7%	+7.3%	+4.0%
売上総利益 Gross Profit	65,885	67,008	73,225	77,483	81,987
対売上高構成比 % of Total Sales	19.6%	19.5%	20.4%	20.1%	20.4%
対前年同期増減率 Y-Y Change (%)	+7.2%	+1.7%	+9.3%	+5.8%	+5.8%
販売費及び一般管理費 SG&A Expenses	49,179	50,112	52,828	57,015	59,115
対売上高構成比 % of Total Sales	14.6%	14.6%	14.7%	14.8%	14.7%
対前年同期増減率 Y-Y Change (%)	+1.1%	+1.9%	+5.4%	+7.9%	+3.7%
営業利益 Operating Income	16,705	16,895	20,397	20,467	22,872
対売上高構成比 % of Total Sales	5.0%	4.9%	5.7%	5.3%	5.7%
対前年同期増減率 Y-Y Change (%)	+30.7%	+1.1%	+20.7%	+0.3%	+11.7%
経常利益 Ordinary Income	24,568	21,506	23,218	24,894	27,022
対売上高構成比 % of Total Sales	7.3%	6.3%	6.5%	6.5%	6.7%
対前年同期増減率 Y-Y Change (%)	+32.9%	△12.5%	+8.0%	+7.2%	+8.5%
税引前当期純利益 Profit before Income Taxes	29,416	24,830	28,550	30,263	27,102
対売上高構成比 % of Total Sales	8.7%	7.2%	7.9%	7.9%	6.8%
対前年同期増減率 Y-Y Change (%)	+62.0%	△15.6%	+15.0%	+6.0%	△10.4%
当期純利益 Net Income	22,064	18,710	21,906	23,433	19,287
対売上高構成比 % of Total Sales	6.6%	5.5%	6.1%	6.1%	4.8%
対前年同期増減率 Y-Y Change (%)	+75.5%	△15.2%	+17.1%	+7.0%	△17.7%

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

	2018年3月期 Fiscal year ended March 31, 2018				2019年3月期 Fiscal year ended March 31, 2019			
	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	73,913	92,346	90,600	127,758	80,301	88,692	95,244	137,181
対前年同期増減率 Y-Y Change (%)	+4.2%	+13.7%	+15.2%	△0.7%	+8.6%	△4.0%	+5.1%	+7.4%
売上原価 Cost of Sales	59,727	73,641	73,199	100,566	64,728	70,318	76,301	108,083
対売上高構成比 % of Total Sales	80.8%	79.7%	80.8%	78.7%	80.6%	79.3%	80.1%	78.8%
対前年同期増減率 Y-Y Change (%)	+4.7%	+13.4%	+15.6%	△0.4%	+8.4%	△4.5%	+4.2%	+7.5%
売上総利益 Gross Profit	14,185	18,705	17,400	27,191	15,572	18,373	18,943	29,098
対売上高構成比 % of Total Sales	19.2%	20.3%	19.2%	21.3%	19.4%	20.7%	19.9%	21.2%
対前年同期増減率 Y-Y Change (%)	+2.0%	+15.0%	+13.5%	△1.9%	+9.8%	△1.8%	+8.9%	+7.0%
販売費及び一般管理費 SG&A Expenses	13,967	14,056	14,495	14,496	14,730	14,237	15,037	15,110
対売上高構成比 % of Total Sales	18.9%	15.2%	16.0%	11.3%	18.3%	16.1%	15.8%	11.0%
対前年同期増減率 Y-Y Change (%)	+10.9%	+12.9%	+14.2%	△4.0%	+5.5%	+1.3%	+3.7%	+4.2%
営業利益 Operating Income	218	4,648	2,905	12,695	842	4,135	3,906	13,988
対売上高構成比 % of Total Sales	0.3%	5.0%	3.2%	9.9%	1.0%	4.7%	4.1%	10.2%
対前年同期増減率 Y-Y Change (%)	△83.3%	+21.7%	+10.3%	+0.5%	+285.9%	△11.0%	+34.4%	+10.2%
経常利益 Ordinary Income	2,807	5,215	3,626	13,245	3,436	4,792	4,409	14,383
対売上高構成比 % of Total Sales	3.8%	5.6%	4.0%	10.4%	4.3%	5.4%	4.6%	10.5%
対前年同期増減率 Y-Y Change (%)	△2.8%	+21.8%	+14.3%	+2.9%	+22.4%	△8.1%	+21.6%	+8.6%
税引前当期純利益 Profit before Income Taxes	2,896	6,124	3,580	17,662	3,436	4,740	4,407	14,517
対売上高構成比 % of Total Sales	3.9%	6.6%	4.0%	13.8%	4.3%	5.3%	4.6%	10.6%
対前年同期増減率 Y-Y Change (%)	+3.0%	+43.1%	+13.0%	△3.4%	+18.7%	△22.6%	+23.1%	△17.8%
当期純利益 Net Income	2,820	4,195	2,396	14,021	2,961	3,304	2,995	10,024
対売上高構成比 % of Total Sales	3.8%	4.5%	2.6%	11.0%	3.7%	3.7%	3.1%	7.3%
対前年同期増減率 Y-Y Change (%)	+20.3%	+42.6%	+12.2%	△3.2%	+5.0%	△21.2%	+25.0%	△28.5%

3. ビジネスモデル別売上高(サービス/開発・SI/製品)四半期推移 Breakdown by Business Model

(単位:百万円 Millions of yen)

	2019年3月期 Fiscal year ended March 31, 2019									
	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	
サービス Services /対売上高構成比 % of Total Sales (%)	36,926	45.9%	38,199	43.1%	39,521	41.5%	43,347	31.6%	157,994	39.4%
保守・設置・構築 / Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	22,766	28.3%	23,240	26.2%	24,202	25.4%	26,279	19.2%	96,489	24.0%
運用 Operation /対売上高構成比 % of Total Sales (%)	9,196	11.5%	9,439	10.7%	9,450	9.9%	9,981	7.3%	38,068	9.5%
その他サービス and Other Services /対売上高構成比 % of Total Sales (%)	4,963	6.2%	5,518	6.2%	5,868	6.2%	7,085	5.2%	23,436	5.8%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	17,401	21.7%	20,332	22.9%	23,052	24.2%	29,314	21.4%	90,100	22.4%
製品 Products /対売上高構成比 % of Total Sales (%)	25,974	32.3%	30,160	34.0%	32,670	34.3%	64,520	47.0%	153,324	38.2%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,460	3.1%	3,698	4.2%	5,292	5.6%	6,235	4.5%	17,687	4.4%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	6,621	8.2%	8,681	9.8%	6,627	7.0%	14,702	10.7%	36,632	9.1%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,633	2.0%	1,934	2.2%	1,668	1.7%	4,245	3.1%	9,481	2.4%
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 (%)	6,715	8.4%	7,841	8.8%	8,987	9.4%	17,858	13.0%	41,404	10.3%
その他 Others /対売上高構成比 % of Total Sales (%)	8,542	10.6%	8,003	9.0%	10,094	10.6%	21,478	15.7%	48,119	12.0%
合計 Total /対売上高構成比 % of Total Sales (%)	80,301	100.0%	88,692	100.0%	95,244	100.0%	137,181	100.0%	401,420	100.0%

(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	
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 Maintenance /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	9.0%
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 (%)	4,261	5.8%	4,789	5.2%	5,145	5.7%	6,285	4.9%	20,482	5.3%
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%
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	37.7%
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	11.2%	11,878	13.1%	15,173	11.9%	42,339	11.0%
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%