

2013年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2013

(April 1, 2012 – March 31, 2013)

2013年5月1日  
May 1, 2013

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ITOCHU Techno-Solutions Corporation

注：本資料に記載されている業績見通し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: 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

### 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3(計画)	
						2013/9(予) (Projected)	2014/3(予) (Projected)
売上高 Total Sales	307,254	290,391	283,068	297,748	322,475	155,000	345,000
対売上高増減率 Y-Y Change (%)	-3.8%	-5.5%	-2.5%	+5.2%	+8.3%	+5.9%	+7.0%
売上原価 Cost of Sales	226,970	213,544	208,193	218,132	239,189	115,000	256,500
対売上高構成比 % of Total Sales	73.9%	73.5%	73.5%	73.3%	74.2%	74.2%	74.3%
対前年同期増減率 Y-Y Change (%)	-5.0%	-5.9%	-2.5%	+4.8%	+9.7%	+5.9%	+7.2%
売上総利益 Gross Profit	80,284	76,847	74,875	79,615	83,285	40,000	88,500
対売上高構成比 % of Total Sales	26.1%	26.5%	26.5%	26.7%	25.8%	25.8%	25.7%
対前年同期増減率 Y-Y Change (%)	-0.2%	-4.3%	-2.6%	+6.3%	+4.6%	+6.1%	+6.3%
販売費及び一般管理費 SG&A Expenses	58,596	55,277	53,558	54,817	56,097	29,900	60,500
対売上高構成比 % of Total Sales	19.0%	19.0%	18.9%	18.4%	17.4%	19.3%	17.5%
対前年同期増減率 Y-Y Change (%)	+5.8%	-5.7%	-3.1%	+2.4%	+2.3%	+8.1%	+7.8%
営業利益 Operating Income	21,687	21,569	21,316	24,798	27,187	10,100	28,000
対売上高構成比 % of Total Sales	7.1%	7.4%	7.5%	8.3%	8.4%	6.5%	8.1%
対前年同期増減率 Y-Y Change (%)	-13.3%	-0.5%	-1.2%	+16.3%	+9.6%	+0.5%	+3.0%
経常利益 Ordinary Income	22,026	21,627	21,574	24,954	27,340	10,100	28,000
対売上高構成比 % of Total Sales	7.2%	7.4%	7.6%	8.4%	8.5%	6.5%	8.1%
対前年同期増減率 Y-Y Change (%)	-15.5%	-1.8%	-0.2%	+15.7%	+9.6%	+0.6%	+2.4%
税金等調整前当期純利益 Income before Income Taxes	21,509	21,196	20,404	24,336	26,766	10,000	27,800
対売上高構成比 % of Total Sales	7.0%	7.3%	7.2%	8.2%	8.3%	6.5%	8.1%
対前年同期増減率 Y-Y Change (%)	-14.9%	-1.5%	-3.7%	+19.3%	+10.0%	+3.8%	+3.9%
当期純利益 Net Income	12,936	12,461	11,451	13,327	16,025	5,600	16,500
対売上高構成比 % of Total Sales	4.2%	4.3%	4.0%	4.5%	5.0%	3.6%	4.8%
対前年同期増減率 Y-Y Change (%)	-16.1%	-3.7%	-8.1%	+16.4%	+20.2%	+1.0%	+3.0%

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

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3	2014/3(計画)	
						2013/9(予) (Projected)	2014/3(予) (Projected)
受注高 Orders Received	316,751	285,101	285,272	302,495	372,079	160,000	350,000
対前年同期増減率 Y-Y Change (%)	-8.4%	-10.0%	+0.1%	+6.0%	+23.0%	-17.6%	-5.9%
受注残高 Backlog	134,973	129,683	131,887	136,634	186,239	191,239	191,239

### 3. セグメント別 売上高 Sales by segments

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012					2013年3月期 Fiscal year ended March 31, 2013				
	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
売上高 Total Sales	57,086	73,339	72,887	94,434	297,748	65,651	80,654	73,613	102,555	322,475
情報通信事業 Telecommunications	20,030	27,653	28,277	36,917	112,879	28,828	37,124	30,280	46,039	142,272
構成比 Share (%)	35.1%	37.7%	38.8%	39.1%	37.9%	43.9%	46.0%	41.1%	44.9%	44.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+43.9%	+34.2%	+7.1%	+24.7%	+26.0%
金融事業 Finance	5,222	7,281	6,159	6,518	25,181	4,111	6,445	6,167	6,960	23,685
構成比 Share (%)	9.2%	9.9%	8.5%	6.9%	8.5%	6.3%	8.0%	8.4%	6.8%	7.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-21.3%	-11.5%	+0.1%	+6.8%	-5.9%
エンタープライズ事業 Enterprise	19,312	23,912	22,810	32,148	98,184	19,099	23,475	23,479	32,032	98,086
構成比 Share (%)	33.8%	32.6%	31.3%	34.0%	33.0%	29.1%	29.1%	31.9%	31.2%	30.4%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-1.1%	-1.8%	+2.9%	-0.4%	-0.1%
流通事業 Distribution	8,231	9,905	11,142	12,125	41,405	9,741	9,544	9,253	11,042	39,581
構成比 Share (%)	14.4%	13.5%	15.3%	12.8%	13.9%	14.8%	11.8%	12.6%	10.8%	12.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+18.3%	-3.7%	-17.0%	-8.9%	-4.4%
クラウドプラットフォーム事業 Cloud Platform	1,681	1,793	1,702	1,720	6,897	1,658	1,730	1,825	1,817	7,031
構成比 Share (%)	2.9%	2.5%	2.3%	1.8%	2.3%	2.5%	2.2%	2.5%	1.8%	2.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-1.4%	-3.5%	+7.2%	+5.6%	+1.9%
保守・運用サービス事業 Support & Service	908	600	722	804	3,034	763	671	780	761	2,976
構成比 Share (%)	1.6%	0.8%	1.0%	0.9%	1.0%	1.2%	0.8%	1.1%	0.7%	0.9%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-16.0%	+11.9%	+8.1%	-5.3%	-1.9%
その他 Others	1,700	2,192	2,073	4,199	10,165	1,449	1,662	1,826	3,902	8,841
構成比 Share (%)	3.0%	3.0%	2.8%	4.4%	3.4%	2.2%	2.1%	2.5%	3.8%	2.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-14.8%	-24.2%	-11.9%	-7.1%	-13.0%

※ 2013年3月期から報告セグメントの区分方法を変更しており、これに伴い、2012年3月期の数値については遡及修正しています。

※ From fiscal year ending March 2013, the Company has changed its reportable segments.

Figures for the fiscal year ended March 2012 have been restated accordingly.

### 4. セグメント別 営業利益 Operating Income by segments

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012					2013年3月期 Fiscal year ended March 31, 2013				
	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
営業利益 Operating Income	1,977	6,808	5,735	10,277	24,798	2,618	7,432	4,664	12,472	27,187
情報通信事業 Telecommunications	2,057	3,703	2,992	4,652	13,406	3,312	4,375	2,826	5,605	16,119
金融事業 Finance	142	639	250	647	1,680	167	895	612	691	2,366
エンタープライズ事業 Enterprise	202	1,249	991	2,878	5,321	132	822	765	3,298	5,018
流通事業 Distribution	744	1,000	1,279	954	3,979	394	768	687	1,211	3,061
クラウドプラットフォーム事業 Cloud Platform	366	473	413	572	1,826	359	365	529	477	1,732
保守・運用サービス事業 Support & Service	2,363	2,955	2,810	3,215	11,345	2,044	3,237	2,484	3,602	11,369
その他 Others	-192	285	170	659	922	-230	-24	24	1,237	1,007
調整額 Adjustment	-3,707	-3,498	-3,172	-3,305	-13,683	-3,561	-3,007	-3,266	-3,651	-13,487

※ 2013年3月期から報告セグメントの区分方法を変更しており、これに伴い、2012年3月期の数値については遡及修正しています。

※ From fiscal year ending March 2013, the Company has changed its reportable segments.

Figures for the fiscal year ended March 2012 have been restated accordingly.

## 5. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
<b>通信／放送 Telecommunications/ Broadcasting</b>	88,845	85,050	85,915	92,430	107,230
構成比 % of Total Sales (%)	28.9%	29.3%	30.3%	31.0%	33.3%
対前年同期増減率 Y-Y Change (%)	-9.8%	-4.3%	+1.0%	+7.6%	+16.0%
<b>電気 Electronics</b>	17,633	15,100	15,711	13,274	15,176
構成比 % of Total Sales (%)	5.7%	5.2%	5.6%	4.5%	4.7%
対前年同期増減率 Y-Y Change (%)	-24.0%	-14.4%	+4.0%	-15.5%	+14.3%
<b>製造等 Manufacturing (excluding electronics)</b>	53,698	48,846	47,881	50,809	49,150
構成比 % of Total Sales (%)	17.5%	16.8%	16.9%	17.1%	15.2%
対前年同期増減率 Y-Y Change (%)	+10.2%	-9.0%	-2.0%	+6.1%	-3.3%
<b>情報サービス Information Services</b>	66,289	58,414	57,903	59,449	65,720
構成比 % of Total Sales (%)	21.6%	20.1%	20.5%	20.0%	20.4%
対前年同期増減率 Y-Y Change (%)	+0.7%	-11.9%	-0.9%	+2.7%	+10.5%
<b>公共 Public Sector</b>	14,159	22,717	16,070	16,445	12,971
構成比 % of Total Sales (%)	4.6%	7.8%	5.7%	5.5%	4.0%
対前年同期増減率 Y-Y Change (%)	+49.9%	+60.4%	-29.3%	+2.3%	-21.1%
<b>商業／運輸 Commerce/ Transportation</b>	22,440	21,106	20,613	25,552	31,201
構成比 % of Total Sales (%)	7.3%	7.3%	7.3%	8.6%	9.7%
対前年同期増減率 Y-Y Change (%)	+13.5%	-5.9%	-2.3%	+24.0%	+22.1%
<b>金融／保険 Finance/ Insurance</b>	26,554	23,665	21,239	21,260	19,187
構成比 % of Total Sales (%)	8.7%	8.2%	7.5%	7.1%	5.9%
対前年同期増減率 Y-Y Change (%)	-8.5%	-10.9%	-10.3%	+0.1%	-9.8%
<b>その他 Others</b>	17,632	15,489	17,733	18,525	21,836
構成比 % of Total Sales (%)	5.7%	5.3%	6.2%	6.2%	6.8%
対前年同期増減率 Y-Y Change (%)	-28.9%	-12.2%	+14.5%	+4.5%	+17.9%
<b>合計 Total Sales</b>	307,254	290,391	283,068	297,748	322,475
構成比 % of Total Sales (%)	100.0%	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	-3.8%	-5.5%	-2.5%	+5.2%	+8.3%

## 6. 販売費及び一般管理費内訳 SG&A Expenses

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
<b>販売費及び一般管理費 SG&amp;A Expenses</b>	58,596	55,277	53,558	54,817	56,097
人件費 Personnel Expenses	31,104	30,641	30,138	31,750	33,570
委託社員受入費 Outside Staff Expenses	6,389	5,749	5,503	5,536	5,660
減価償却費 Depreciation and amortization	2,594	2,491	2,412	2,562	2,273
その他 Others	18,508	16,394	15,504	14,968	14,593

## 7. 従業員の推移 Number of Employees

(単位:人 People)

	2009/3	2010/3	2011/3	2012/3	2013/3
CTCグループ社員 CTC Group Employees	6,812	7,045	7,134	7,162	7,719
うちシステムエンジニア System Engineers	3,377	3,536	3,562	3,596	4,043
うちカスタマーエンジニア Customer Engineers	505	521	525	536	536
派遣社員 Outside Staff	4,346	3,901	3,737	3,962	4,762
うちシステムエンジニア System Engineers	2,553	2,248	2,204	2,354	2,999
うちカスタマーエンジニア Customer Engineers	142	129	114	128	161
CTCグループ全従業員 Total	11,158	10,946	10,871	11,124	12,481
うちシステムエンジニア System Engineers	5,930	5,784	5,766	5,950	7,042
うちカスタマーエンジニア Customer Engineers	647	650	639	664	697

## 8. 総資産および純資産 Total Assets and Net Assets

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
総資産 Total Assets	227,456	233,230	238,168	252,701	270,025
純資産 Net Assets	147,768	155,118	155,867	158,823	165,980
自己資本比率 Equity Ratio (%)	64.7%	66.3%	65.3%	62.7%	61.0%

## 9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
営業活動によるキャッシュ・フロー Operating Activities	11,298	25,261	14,974	21,252	9,691
投資活動によるキャッシュ・フロー Investing Activities	-13,807	-1,379	-6,995	-2,785	-10,321
財務活動によるキャッシュ・フロー Financing Activities	-11,137	-7,202	-13,472	-8,914	-11,114
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	57,238	73,832	68,337	77,852	66,133

## 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)

	2009/3	2010/3	2011/3	2012/3	2013/3
設備投資額 Capital Investment	21,499	4,521	8,871	6,260	10,030
減価償却費 Depreciation and Amortization	4,542	5,998	6,728	7,596	6,013

## 11. 自己資本当期純利益率(ROE)および総資産当期純利益率(ROA)

Return On Equity and Return On Asset

	2009/3	2010/3	2011/3	2012/3	2013/3
自己資本当期純利益率 ROE (%)	8.8%	8.3%	7.4%	8.5%	9.9%
総資産当期純利益率 ROA (%)	5.8%	5.4%	4.9%	5.4%	6.1%

## 12. 一株当たり情報 Per Share Data

(単位:円 Yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
一株当たり当期純利益 Earnings Per Share	199.21	194.62	180.47	217.08	268.53
一株当たり純資産 Book-value Per Share	2,299.63	2,415.65	2,492.42	2,604.78	2,766.93
一株当たり配当金 Cash Dividends Per Share	80.00	85.00	90.00	95.00	105.00 (予) (Plan)

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

### 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012				2013年3月期 Fiscal year ended March 31, 2013			
	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
売上高 Total Sales	57,086	73,339	72,887	94,434	65,651	80,654	73,613	102,555
対前年同期増減率 Y-Y Change (%)	+1.4%	+3.2%	+11.3%	+4.6%	+15.0%	+10.0%	+1.0%	+8.6%
売上原価 Cost of Sales	41,704	53,430	53,651	69,346	49,028	59,573	54,757	75,830
対売上高構成比 % of Total Sales	73.1%	72.9%	73.6%	73.4%	74.7%	73.9%	74.4%	73.9%
対前年同期増減率 Y-Y Change (%)	-0.9%	+1.8%	+10.5%	+6.6%	+17.6%	+11.5%	+2.1%	+9.3%
売上総利益 Gross Profit	15,382	19,908	19,236	25,088	16,623	21,080	18,856	26,724
対売上高構成比 % of Total Sales	26.9%	27.1%	26.4%	26.6%	25.3%	26.1%	25.6%	26.1%
対前年同期増減率 Y-Y Change (%)	+8.2%	+7.4%	+13.8%	-0.5%	+8.1%	+5.9%	-2.0%	+6.5%
販売費及び一般管理費 SG&A Expenses	13,405	13,099	13,501	14,810	14,004	13,647	14,192	14,252
対売上高構成比 % of Total Sales	23.5%	17.9%	18.5%	15.7%	21.3%	16.9%	19.3%	13.9%
対前年同期増減率 Y-Y Change (%)	-3.0%	-0.0%	-0.9%	+13.8%	+4.5%	+4.2%	+5.1%	-3.8%
営業利益 Operating Income	1,977	6,808	5,735	10,277	2,618	7,432	4,664	12,472
対売上高構成比 % of Total Sales	3.5%	9.3%	7.9%	10.9%	4.0%	9.2%	6.3%	12.2%
対前年同期増減率 Y-Y Change (%)	+394.1%	+25.4%	+75.1%	-15.8%	+32.4%	+9.2%	-18.7%	+21.4%
経常利益 Ordinary Income	2,007	6,825	5,825	10,295	2,653	7,387	4,825	12,474
対売上高構成比 % of Total Sales	3.5%	9.3%	8.0%	10.9%	4.0%	9.2%	6.6%	12.2%
対前年同期増減率 Y-Y Change (%)	+341.6%	+25.4%	+73.1%	-16.4%	+32.2%	+8.2%	-17.2%	+21.2%
税金等調整前当期純利益 Income before Income Taxes	1,871	6,788	5,750	9,925	2,483	7,148	4,908	12,225
対売上高構成比 % of Total Sales	3.3%	9.3%	7.9%	10.5%	3.8%	8.9%	6.7%	11.9%
対前年同期増減率 Y-Y Change (%)	—	+27.6%	+78.5%	-18.4%	+32.7%	+5.3%	-14.6%	+23.2%
当期純利益 Net Income	962	3,970	2,575	5,818	1,253	4,292	2,869	7,609
対売上高構成比 % of Total Sales	1.7%	5.4%	3.5%	6.2%	1.9%	5.3%	3.9%	7.4%
対前年同期増減率 Y-Y Change (%)	—	+26.6%	+53.9%	-17.7%	+30.3%	+8.1%	+11.4%	+30.8%

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

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012				2013年3月期 Fiscal year ended March 31, 2013			
	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	65,453	76,628	67,521	92,892	106,959	87,294	74,020	103,803
対前年同期増減率 Y-Y Change (%)	+3.6%	+17.3%	+5.0%	+0.5%	+63.4%	+13.9%	+9.6%	+11.7%
受注残高 Backlog	140,254	143,543	138,176	136,634	177,943	184,583	184,990	186,239

### 3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012				2013年3月期 Fiscal year ended March 31, 2013			
	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	15,510	23,258	24,030	29,630	24,003	30,432	23,443	29,352
構成比 % of Total Sales (%)	27.2%	31.7%	33.0%	31.4%	36.6%	37.7%	31.8%	28.6%
対前年同期増減率 Y-Y Change (%)	-7.1%	+5.1%	+29.3%	+4.0%	+54.8%	+30.8%	-2.4%	-0.9%
電気 Electronics	3,417	2,708	3,020	4,128	2,665	3,808	3,358	5,344
構成比 % of Total Sales (%)	6.0%	3.7%	4.1%	4.4%	4.0%	4.7%	4.5%	5.2%
対前年同期増減率 Y-Y Change (%)	+16.1%	-33.5%	-27.3%	-9.2%	-22.0%	+40.6%	+11.2%	+29.5%
製造等 Manufacturing (excluding electronics)	9,368	13,164	12,771	15,505	10,938	11,218	11,391	15,601
構成比 % of Total Sales (%)	16.4%	18.0%	17.5%	16.4%	16.7%	13.9%	15.5%	15.2%
対前年同期増減率 Y-Y Change (%)	-2.7%	+17.5%	+8.4%	+1.6%	+16.8%	-14.8%	-10.8%	+0.6%
情報サービス Information Services	12,881	15,550	14,484	16,532	13,584	16,634	17,282	18,220
構成比 % of Total Sales (%)	22.6%	21.2%	19.9%	17.5%	20.7%	20.6%	23.5%	17.8%
対前年同期増減率 Y-Y Change (%)	+6.9%	-0.5%	+3.5%	+1.9%	+5.5%	+7.0%	+19.3%	+10.2%
公共 Public Sector	2,647	3,663	3,401	6,733	1,894	2,381	2,164	6,530
構成比 % of Total Sales (%)	4.6%	5.0%	4.7%	7.1%	2.9%	3.0%	3.0%	6.4%
対前年同期増減率 Y-Y Change (%)	+4.2%	+16.6%	+17.3%	-10.1%	-28.4%	-35.0%	-36.4%	-3.0%
商業/運輸 Commerce/ Transportation	4,967	5,138	5,360	10,086	4,679	5,557	7,264	13,699
構成比 % of Total Sales (%)	8.7%	7.0%	7.3%	10.7%	7.1%	6.9%	9.9%	13.4%
対前年同期増減率 Y-Y Change (%)	+20.5%	-4.9%	+15.9%	+56.0%	-5.8%	+8.2%	+35.5%	+35.8%
金融/保険 Finance/ Insurance	4,405	5,582	5,583	5,689	3,616	5,231	4,346	5,992
構成比 % of Total Sales (%)	7.7%	7.6%	7.7%	6.0%	5.5%	6.5%	5.9%	5.8%
対前年同期増減率 Y-Y Change (%)	+1.2%	-0.6%	+3.1%	-2.8%	-17.9%	-6.3%	-22.2%	+5.3%
その他 Others	3,889	4,274	4,235	6,127	4,269	5,389	4,363	7,814
構成比 % of Total Sales (%)	6.8%	5.8%	5.8%	6.5%	6.5%	6.7%	5.9%	7.6%
対前年同期増減率 Y-Y Change (%)	-1.5%	+11.3%	+5.7%	+3.2%	+9.8%	+26.1%	+3.0%	+27.5%
合計 Total Sales	57,086	73,339	72,887	94,434	65,651	80,654	73,613	102,555
構成比 % of Total Sales (%)	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 (%)	+1.4%	+3.2%	+11.3%	+4.6%	+15.0%	+10.0%	+1.0%	+8.6%

### Ⅲ. 単体情報 Nonconsolidated Information

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

(単位:百万円 Millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
売上高 Total Sales	283,837	269,018	261,953	276,468	299,866
対前年同期増減率 Y-Y change (%)	-4.0%	-5.2%	-2.6%	+5.5%	+8.5%
売上原価 Cost of Sales	221,924	210,703	203,852	214,044	234,068
対売上高構成比 % of Total Sales	78.2%	78.3%	77.8%	77.4%	78.1%
対前年同期増減率 Y-Y change (%)	-3.7%	-5.1%	-3.3%	+5.0%	+9.4%
売上総利益 Gross Profit	61,912	58,315	58,100	62,423	65,798
対売上高構成比 % of Total Sales	21.8%	21.7%	22.2%	22.6%	21.9%
対前年同期増減率 Y-Y change (%)	-5.2%	-5.8%	-0.4%	+7.4%	+5.4%
販売費及び一般管理費 SG&A Expenses	52,454	48,005	46,379	47,798	49,087
対売上高構成比 % of Total Sales	18.5%	17.8%	17.7%	17.3%	16.4%
対前年同期増減率 Y-Y change (%)	+4.4%	-8.5%	-3.4%	+3.1%	+2.7%
営業利益 Operating Income	9,457	10,309	11,721	14,625	16,710
対売上高構成比 % of Total Sales	3.3%	3.8%	4.5%	5.3%	5.6%
対前年同期増減率 Y-Y change (%)	-37.1%	+9.0%	+13.7%	+24.8%	+14.3%
経常利益 Ordinary Income	15,181	16,416	17,391	19,744	21,953
対売上高構成比 % of Total Sales	5.3%	6.1%	6.6%	7.1%	7.3%
対前年同期増減率 Y-Y change (%)	-29.7%	+8.1%	+5.9%	+13.5%	+11.2%
税引前当期純利益 Income before Income Taxes	15,185	16,030	16,254	19,219	21,328
対売上高構成比 % of Total Sales	5.4%	6.0%	6.2%	7.0%	7.1%
対前年同期増減率 Y-Y change (%)	-48.6%	+5.6%	+1.4%	+18.2%	+11.0%
当期純利益 Net Income	10,862	11,262	10,869	11,983	14,259
対売上高構成比 % of Total Sales	3.8%	4.2%	4.1%	4.3%	4.8%
対前年同期増減率 Y-Y change (%)	-53.2%	+3.7%	-3.5%	+10.2%	+19.0%



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

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March31,2012				2013年3月期 Fiscal year ended March31,2013			
	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	52,618	68,234	67,606	88,008	60,989	75,492	68,013	95,371
対前年同期増減率 Y-Y Change (%)	+2.1%	+3.4%	+12.1%	+4.6%	+15.9%	+10.6%	+0.6%	+8.4%
売上原価 Cost of Sales	40,519	52,584	52,678	68,261	47,786	58,814	53,414	74,053
対売上高構成比 % of Total Sales	77.0%	77.1%	77.9%	77.6%	78.4%	77.9%	78.5%	77.6%
対前年同期増減率 Y-Y Change (%)	-0.3%	+1.8%	+11.6%	+6.1%	+17.9%	+11.8%	+1.4%	+8.5%
売上総利益 Gross Profit	12,099	15,649	14,927	19,747	13,203	16,677	14,599	21,317
対売上高構成比 % of Total Sales	23.0%	22.9%	22.1%	22.4%	21.6%	22.1%	21.5%	22.4%
対前年同期増減率 Y-Y Change (%)	+11.4%	+9.3%	+14.2%	-0.5%	+9.1%	+6.6%	-2.2%	+8.0%
販売費及び一般管理費 SG&A Expenses	11,540	11,371	11,754	13,132	12,244	11,970	12,426	12,445
対売上高構成比 % of Total Sales	21.9%	16.7%	17.4%	14.9%	20.1%	15.9%	18.3%	13.0%
対前年同期増減率 Y-Y Change (%)	-2.1%	-0.6%	+0.0%	+15.2%	+6.1%	+5.3%	+5.7%	-5.2%
営業利益 Operating Income	559	4,278	3,173	6,614	958	4,707	2,173	8,871
対売上高構成比 % of Total Sales	1.1%	6.3%	4.7%	7.5%	1.6%	6.2%	3.2%	9.3%
対前年同期増減率 Y-Y Change (%)	-	+48.9%	+139.9%	-21.7%	+71.5%	+10.0%	-31.5%	+34.1%
経常利益 Ordinary Income	4,625	4,612	3,562	6,942	5,175	5,011	2,591	9,175
対売上高構成比 % of Total Sales	8.8%	6.8%	5.3%	7.9%	8.5%	6.6%	3.8%	9.6%
対前年同期増減率 Y-Y Change (%)	+29.0%	+43.1%	+104.6%	-21.5%	+11.9%	+8.6%	-27.2%	+32.2%
税引前当期純利益 Income before Income Taxes	4,492	4,585	3,506	6,634	5,185	4,739	2,676	8,728
対売上高構成比 % of Total Sales	8.5%	6.7%	5.2%	7.5%	8.5%	6.3%	3.9%	9.2%
対前年同期増減率 Y-Y Change (%)	+60.4%	+46.6%	+118.8%	-23.9%	+15.4%	+3.3%	-23.7%	+31.6%
当期純利益 Net Income	4,101	2,713	1,412	3,755	4,560	2,860	1,567	5,271
対売上高構成比 % of Total Sales	7.8%	4.0%	2.1%	4.3%	7.5%	3.8%	2.3%	5.5%
対前年同期増減率 Y-Y Change (%)	+34.4%	+36.8%	+57.9%	-24.0%	+11.2%	+5.4%	+10.9%	+40.4%

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

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March 31, 2013									
	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 Product /対売上高構成比 % of Total Sales (%)	23,043	37.8%	30,692	40.6%	23,623	34.7%	41,480	43.5%	118,839	39.6%
サーバ Server /対売上高構成比 % of Total Sales (%)	3,225	5.3%	4,336	5.7%	3,101	4.5%	6,481	6.8%	17,144	5.7%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	11,662	19.1%	14,314	19.0%	11,953	17.6%	15,991	16.8%	53,922	18.0%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	2,622	4.3%	3,263	4.3%	1,846	2.7%	5,578	5.8%	13,311	4.4%
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 (%)	1,800	3.0%	3,332	4.4%	2,921	4.3%	5,661	5.9%	13,716	4.6%
その他 Others /対売上高構成比 % of Total Sales (%)	3,732	6.1%	5,444	7.2%	3,800	5.6%	7,766	8.1%	20,744	6.9%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	10,891	17.9%	14,022	18.6%	15,040	22.1%	20,465	21.5%	60,419	20.1%
サービス Service /対売上高構成比 % of Total Sales (%)	27,054	44.3%	30,777	40.8%	29,349	43.2%	33,426	35.0%	120,607	40.2%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	15,932	26.1%	16,702	22.1%	17,163	25.3%	17,764	18.6%	67,563	22.5%
運用 Operation /対売上高構成比 % of Total Sales (%)	7,983	13.1%	8,602	11.4%	8,786	12.9%	9,720	10.2%	35,092	11.7%
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 (%)	3,138	5.1%	5,472	7.3%	3,399	5.0%	5,941	6.2%	17,951	6.0%
合計 Total /対売上高構成比 % of Total Sale:	60,989	100.0%	75,492	100.0%	68,013	100.0%	95,371	100.0%	299,866	100.0%

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March 31, 2012									
	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 Product /対売上高構成比 % of Total Sales (%)	15,798	30.0%	23,257	34.1%	23,687	35.1%	33,714	38.3%	96,458	34.9%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,428	4.6%	4,314	6.3%	3,311	4.9%	5,263	6.0%	15,317	5.5%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	7,035	13.4%	8,883	13.0%	10,062	14.9%	14,242	16.2%	40,224	14.6%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,427	2.7%	2,973	4.4%	2,785	4.1%	4,154	4.7%	11,342	4.1%
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 (%)	1,515	2.9%	2,036	3.0%	2,167	3.2%	3,611	4.1%	9,330	3.4%
その他 Others /対売上高構成比 % of Total Sales (%)	3,390	6.4%	5,049	7.4%	5,361	7.9%	6,442	7.3%	20,244	7.3%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	9,472	18.0%	15,551	22.8%	15,301	22.6%	22,803	25.9%	63,128	22.8%
サービス Service /対売上高構成比 % of Total Sales (%)	27,347	52.0%	29,426	43.1%	28,617	42.3%	31,490	35.8%	116,882	42.3%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	16,117	30.6%	16,635	24.4%	16,349	24.2%	16,659	18.9%	65,763	23.8%
運用 Operation /対売上高構成比 % of Total Sales (%)	7,894	15.0%	8,261	12.1%	8,426	12.5%	8,798	10.0%	33,380	12.1%
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 (%)	3,335	6.3%	4,529	6.6%	3,841	5.7%	6,032	6.9%	17,738	6.4%
合計 Total /対売上高構成比 % of Total Sale:	52,618	100.0%	68,234	100.0%	67,606	100.0%	88,008	100.0%	276,468	100.0%