

2014年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2014

(April 1, 2013 – March 31, 2014)

2014年5月1日  
May 1, 2014

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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)

	2010/3	2011/3	2012/3	2013/3	2014/3
売上高 Total Sales	290,391	283,068	297,748	322,475	349,454
対前年同期増減率 Y-Y Change (%)	-5.5%	-2.5%	+5.2%	+8.3%	+8.4%
売上原価 Cost of Sales	213,544	208,193	218,132	239,189	265,934
対売上高構成比 % of Total Sales	73.5%	73.5%	73.3%	74.2%	76.1%
対前年同期増減率 Y-Y Change (%)	-5.9%	-2.5%	+4.8%	+9.7%	+11.2%
売上総利益 Gross Profit	76,847	74,875	79,615	83,285	83,519
対売上高構成比 % of Total Sales	26.5%	26.5%	26.7%	25.8%	23.9%
対前年同期増減率 Y-Y Change (%)	-4.3%	-2.6%	+6.3%	+4.6%	+0.3%
販売費及び一般管理費 SG&A Expenses	55,277	53,558	54,817	56,097	60,038
対売上高構成比 % of Total Sales	19.0%	18.9%	18.4%	17.4%	17.2%
対前年同期増減率 Y-Y Change (%)	-5.7%	-3.1%	+2.4%	+2.3%	+7.0%
営業利益 Operating Income	21,569	21,316	24,798	27,187	23,481
対売上高構成比 % of Total Sales	7.4%	7.5%	8.3%	8.4%	6.7%
対前年同期増減率 Y-Y Change (%)	-0.5%	-1.2%	+16.3%	+9.6%	-13.6%
経常利益 Ordinary Income	21,627	21,574	24,954	27,340	23,997
対売上高構成比 % of Total Sales	7.4%	7.6%	8.4%	8.5%	6.9%
対前年同期増減率 Y-Y Change (%)	-1.8%	-0.2%	+15.7%	+9.6%	-12.2%
税金等調整前当期純利益 Income before Income Taxes	21,196	20,404	24,336	26,766	23,681
対売上高構成比 % of Total Sales	7.3%	7.2%	8.2%	8.3%	6.8%
対前年同期増減率 Y-Y Change (%)	-1.5%	-3.7%	+19.3%	+10.0%	-11.5%
当期純利益 Net Income	12,461	11,451	13,327	16,025	14,096
対売上高構成比 % of Total Sales	4.3%	4.0%	4.5%	5.0%	4.0%
対前年同期増減率 Y-Y Change (%)	-3.7%	-8.1%	+16.4%	+20.2%	-12.0%

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

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
受注高 Orders Received	285,101	285,272	302,495	372,079	369,134
対前年同期増減率 Y-Y Change (%)	-10.0%	+0.1%	+6.0%	+23.0%	-0.8%
受注残高 Backlog	129,683	131,887	136,634	186,239	205,918

### 3. セグメント別 売上高 Sales by segments

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March 31, 2013					2014年3月期 Fiscal year ended March 31, 2014				
	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	65,651	80,654	73,613	102,555	322,475	65,248	82,574	76,803	124,828	349,454
情報通信事業 Telecommunications	28,584	34,942	28,068	35,440	127,036	21,326	28,185	26,202	45,837	121,551
構成比 Share (%)	43.5%	43.3%	38.1%	34.6%	39.4%	32.7%	34.1%	34.1%	36.7%	34.8%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-25.4%	-19.3%	-6.6%	+29.3%	-4.3%
金融・社会インフラ事業 Finance & Public	7,210	11,371	11,134	23,023	52,738	8,502	12,014	11,234	23,058	54,809
構成比 Share (%)	11.0%	14.1%	15.1%	22.4%	16.4%	13.0%	14.5%	14.6%	18.5%	15.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+17.9%	+5.7%	+0.9%	+0.2%	+3.9%
エンタープライズ事業 Enterprise	13,893	17,917	16,091	22,992	70,895	14,677	18,997	17,476	27,002	78,154
構成比 Share (%)	21.2%	22.2%	21.8%	22.4%	22.0%	22.5%	23.0%	22.8%	21.6%	22.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+5.6%	+6.0%	+8.6%	+17.4%	+10.2%
流通事業 Distribution	12,092	12,358	13,886	14,617	52,954	11,175	13,921	13,410	15,969	54,477
構成比 Share (%)	18.4%	15.3%	18.9%	14.3%	16.4%	17.1%	16.9%	17.5%	12.8%	15.6%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-7.6%	+12.6%	-3.4%	+9.3%	+2.9%
クラウドプラットフォーム事業 Cloud Platform	1,815	1,886	2,045	2,034	7,782	2,014	2,027	2,076	2,160	8,278
構成比 Share (%)	2.8%	2.4%	2.8%	2.0%	2.4%	3.1%	2.5%	2.7%	1.7%	2.4%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+10.9%	+7.5%	+1.5%	+6.2%	+6.4%
保守・運用サービス事業 Support & Service	605	515	560	544	2,225	496	582	544	571	2,195
構成比 Share (%)	0.9%	0.6%	0.8%	0.5%	0.7%	0.8%	0.7%	0.7%	0.5%	0.6%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	-18.0%	+13.0%	-2.9%	+5.0%	-1.4%
その他 Others	1,449	1,662	1,826	3,902	8,841	7,055	6,846	5,857	10,228	29,987
構成比 Share (%)	2.2%	2.1%	2.5%	3.8%	2.7%	10.8%	8.3%	7.6%	8.2%	8.6%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+386.7%	+311.7%	+220.6%	+162.1%	+239.2%

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

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March 31, 2013					2014年3月期 Fiscal year ended March 31, 2014				
	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	2,618	7,432	4,664	12,472	27,187	352	5,264	3,303	14,561	23,481
情報通信事業 Telecommunications	3,381	3,951	2,590	3,326	13,250	1,194	1,984	1,697	5,204	10,081
金融・社会インフラ事業 Finance & Public	170	1,306	938	3,639	6,055	-229	287	543	2,687	3,289
エンタープライズ事業 Enterprise	8	699	510	2,280	3,498	60	658	834	2,072	3,626
流通事業 Distribution	445	903	851	1,560	3,761	845	1,683	1,240	1,888	5,658
クラウドプラットフォーム事業 Cloud Platform	429	450	675	667	2,223	336	503	408	585	1,833
保守・運用サービス事業 Support & Service	1,974	3,152	2,339	3,412	10,878	1,826	2,783	1,993	4,048	10,652
その他 Others	-230	-24	24	1,237	1,007	-31	-13	-2	1,436	1,389
調整額 Adjustment	-3,561	-3,007	-3,266	-3,651	-13,487	-3,650	-2,623	-3,412	-3,362	-13,049

## 5. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
<b>通信／放送 Telecommunications/ Broadcasting</b>	85,050	85,915	92,430	107,230	104,931
構成比 % of Total Sales (%)	29.3%	30.3%	31.0%	33.3%	30.0%
対前年同期増減率 Y-Y Change (%)	-4.3%	+1.0%	+7.6%	+16.0%	-2.1%
<b>電気 Electronics</b>	15,100	15,711	13,274	15,176	17,078
構成比 % of Total Sales (%)	5.2%	5.6%	4.5%	4.7%	4.9%
対前年同期増減率 Y-Y Change (%)	-14.4%	+4.0%	-15.5%	+14.3%	+12.5%
<b>製造等 Manufacturing (excluding electronics)</b>	48,846	47,881	50,809	49,150	54,565
構成比 % of Total Sales (%)	16.8%	16.9%	17.1%	15.2%	15.6%
対前年同期増減率 Y-Y Change (%)	-9.0%	-2.0%	+6.1%	-3.3%	+11.0%
<b>情報サービス Information Services</b>	58,414	57,903	59,449	65,720	66,500
構成比 % of Total Sales (%)	20.1%	20.5%	20.0%	20.4%	19.0%
対前年同期増減率 Y-Y Change (%)	-11.9%	-0.9%	+2.7%	+10.5%	+1.2%
<b>公共 Public Sector</b>	22,717	16,070	16,445	12,971	13,390
構成比 % of Total Sales (%)	7.8%	5.7%	5.5%	4.0%	3.9%
対前年同期増減率 Y-Y Change (%)	+60.4%	-29.3%	+2.3%	-21.1%	+3.2%
<b>商業／運輸 Commerce/ Transportation</b>	21,106	20,613	25,552	31,201	28,586
構成比 % of Total Sales (%)	7.3%	7.3%	8.6%	9.7%	8.2%
対前年同期増減率 Y-Y Change (%)	-5.9%	-2.3%	+24.0%	+22.1%	-8.4%
<b>金融／保険 Finance/ Insurance</b>	23,665	21,239	21,260	19,187	41,692
構成比 % of Total Sales (%)	8.2%	7.5%	7.1%	5.9%	11.9%
対前年同期増減率 Y-Y Change (%)	-10.9%	-10.3%	+0.1%	-9.8%	+117.3%
<b>その他 Others</b>	15,489	17,733	18,525	21,836	22,709
構成比 % of Total Sales (%)	5.3%	6.2%	6.2%	6.8%	6.5%
対前年同期増減率 Y-Y Change (%)	-12.2%	+14.5%	+4.5%	+17.9%	+4.0%
<b>合計 Total Sales</b>	290,391	283,068	297,748	322,475	349,454
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 (%)	-5.5%	-2.5%	+5.2%	+8.3%	+8.4%

## 6. 販売費及び一般管理費内訳 SG&A Expenses

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
<b>販売費及び一般管理費 SG&amp;A Expenses</b>	55,277	53,558	54,817	56,097	60,038
人件費 Personnel Expenses	30,641	30,138	31,750	33,570	35,228
委託社員受入費 Outside Staff Expenses	5,749	5,503	5,536	5,660	5,970
減価償却費 Depreciation and amortization	2,491	2,412	2,562	2,273	2,725
その他 Others	16,394	15,504	14,968	14,593	16,113

## 7. 従業員の推移 Number of Employees

(単位:人 People)

	2010/3	2011/3	2012/3	2013/3	2014/3
CTCグループ社員 CTC Group Employees	7,045	7,134	7,162	7,719	7,781
うちシステムエンジニア System Engineers	3,536	3,562	3,596	4,043	4,121
うちカスタマーエンジニア Customer Engineers	521	525	536	536	536
派遣社員 Outside Staff	3,901	3,737	3,962	4,762	5,185
うちシステムエンジニア System Engineers	2,248	2,204	2,354	2,999	3,326
うちカスタマーエンジニア Customer Engineers	129	114	128	161	213
CTCグループ全従業員 Total	10,946	10,871	11,124	12,481	12,966
うちシステムエンジニア System Engineers	5,784	5,766	5,950	7,042	7,447
うちカスタマーエンジニア Customer Engineers	650	639	664	697	749

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

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
総資産 Total Assets	233,230	238,168	252,701	270,025	282,229
純資産 Net Assets	155,118	155,867	158,823	165,980	170,909
自己資本比率 Equity Ratio (%)	66.3%	65.3%	62.7%	61.0%	59.7%

## 9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
営業活動によるキャッシュ・フロー Operating Activities	25,261	14,974	21,252	9,691	6,414
投資活動によるキャッシュ・フロー Investing Activities	-1,379	-6,995	-2,785	-10,321	-8,024
財務活動によるキャッシュ・フロー Financing Activities	-7,202	-13,472	-8,914	-11,114	-9,509
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	73,832	68,337	77,852	66,133	55,083

## 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)

	2010/3	2011/3	2012/3	2013/3	2014/3
設備投資額 Capital Investment	4,521	8,871	6,260	10,030	6,968
減価償却費 Depreciation and Amortization	5,998	6,728	7,596	6,013	7,091

## 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

	2010/3	2011/3	2012/3	2013/3	2014/3
自己資本当期純利益率 ROE (%)	8.3%	7.4%	8.5%	9.9%	8.5%
総資産当期純利益率 ROA (%)	5.4%	4.9%	5.4%	6.1%	5.1%

## 12. 一株当たり情報 Per Share Data

(単位:円 Yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
一株当たり当期純利益 Earnings Per Share	194.62	180.47	217.08	268.53	237.84
一株当たり純資産 Book-value Per Share	2,415.65	2,492.42	2,604.78	2,766.93	2,862.48
一株当たり配当金 Cash Dividends Per Share	85.00	90.00	95.00	105.00	110.00 (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)

	2013年3月期 Fiscal year ended March 31, 2013				2014年3月期 Fiscal year ended March 31, 2014			
	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	65,651	80,654	73,613	102,555	65,248	82,574	76,803	124,828
対前年同期増減率 Y-Y Change (%)	+15.0%	+10.0%	+1.0%	+8.6%	-0.6%	+2.4%	+4.3%	+21.7%
売上原価 Cost of Sales	49,028	59,573	54,757	75,830	49,587	62,577	58,262	95,506
対売上高構成比 % of Total Sales	74.7%	73.9%	74.4%	73.9%	76.0%	75.8%	75.9%	76.5%
対前年同期増減率 Y-Y Change (%)	+17.6%	+11.5%	+2.1%	+9.3%	+1.1%	+5.0%	+6.4%	+25.9%
売上総利益 Gross Profit	16,623	21,080	18,856	26,724	15,661	19,996	18,540	29,322
対売上高構成比 % of Total Sales	25.3%	26.1%	25.6%	26.1%	24.0%	24.2%	24.1%	23.5%
対前年同期増減率 Y-Y Change (%)	+8.1%	+5.9%	-2.0%	+6.5%	-5.8%	-5.1%	-1.7%	+9.7%
販売費及び一般管理費 SG&A Expenses	14,004	13,647	14,192	14,252	15,308	14,731	15,236	14,761
対売上高構成比 % of Total Sales	21.3%	16.9%	19.3%	13.9%	23.5%	17.8%	19.8%	11.8%
対前年同期増減率 Y-Y Change (%)	+4.5%	+4.2%	+5.1%	-3.8%	+9.3%	+7.9%	+7.4%	+3.6%
営業利益 Operating Income	2,618	7,432	4,664	12,472	352	5,264	3,303	14,561
対売上高構成比 % of Total Sales	4.0%	9.2%	6.3%	12.2%	0.5%	6.4%	4.3%	11.7%
対前年同期増減率 Y-Y Change (%)	+32.4%	+9.2%	-18.7%	+21.4%	-86.6%	-29.2%	-29.2%	+16.7%
経常利益 Ordinary Income	2,653	7,387	4,825	12,474	432	5,289	3,457	14,817
対売上高構成比 % of Total Sales	4.0%	9.2%	6.6%	12.2%	0.7%	6.4%	4.5%	11.9%
対前年同期増減率 Y-Y Change (%)	+32.2%	+8.2%	-17.2%	+21.2%	-83.7%	-28.4%	-28.4%	+18.8%
税金等調整前当期純利益 Income before Income Taxes	2,483	7,148	4,908	12,225	68	5,571	3,278	14,763
対売上高構成比 % of Total Sales	3.8%	8.9%	6.7%	11.9%	0.1%	6.7%	4.3%	11.8%
対前年同期増減率 Y-Y Change (%)	+32.7%	+5.3%	-14.6%	+23.2%	-97.3%	-22.1%	-33.2%	+20.8%
当期純利益 Net Income	1,253	4,292	2,869	7,609	-281	3,384	2,005	8,988
対売上高構成比 % of Total Sales	1.9%	5.3%	3.9%	7.4%	-	4.1%	2.6%	7.2%
対前年同期増減率 Y-Y Change (%)	+30.3%	+8.1%	+11.4%	+30.8%	-	-21.2%	-30.1%	+18.1%

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

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March 31, 2013				2014年3月期 Fiscal year ended March 31, 2014			
	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	106,959	87,294	74,020	103,803	77,200	78,302	82,277	131,353
対前年同期増減率 Y-Y Change (%)	+63.4%	+13.9%	+9.6%	+11.7%	-27.8%	-10.3%	+11.2%	+26.5%
受注残高 Backlog	177,943	184,583	184,990	186,239	198,190	193,919	199,394	205,918

### 3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March 31, 2013				2014年3月期 Fiscal year ended March 31, 2014			
	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	24,003	30,432	23,443	29,352	17,442	23,834	23,016	40,638
構成比 % of Total Sales (%)	36.6%	37.7%	31.8%	28.6%	26.7%	28.9%	30.0%	32.6%
対前年同期増減率 Y-Y Change (%)	+54.8%	+30.8%	-2.4%	-0.9%	-27.3%	-21.7%	-1.8%	+38.5%
電気 Electronics	2,665	3,808	3,358	5,344	3,320	4,150	3,517	6,089
構成比 % of Total Sales (%)	4.0%	4.7%	4.5%	5.2%	5.1%	5.0%	4.6%	4.9%
対前年同期増減率 Y-Y Change (%)	-22.0%	+40.6%	+11.2%	+29.5%	+24.6%	+9.0%	+4.7%	+13.9%
製造等 Manufacturing (excluding electronics)	10,938	11,218	11,391	15,601	10,574	13,479	13,573	16,938
構成比 % of Total Sales (%)	16.7%	13.9%	15.5%	15.2%	16.2%	16.3%	17.7%	13.6%
対前年同期増減率 Y-Y Change (%)	+16.8%	-14.8%	-10.8%	+0.6%	-3.3%	+20.2%	+19.2%	+8.6%
情報サービス Information Services	13,584	16,634	17,282	18,220	13,195	16,979	14,969	21,356
構成比 % of Total Sales (%)	20.7%	20.6%	23.5%	17.8%	20.2%	20.5%	19.5%	17.1%
対前年同期増減率 Y-Y Change (%)	+5.5%	+7.0%	+19.3%	+10.2%	-2.9%	+2.1%	-13.4%	+17.2%
公共 Public Sector	1,894	2,381	2,164	6,530	1,981	2,040	2,556	6,812
構成比 % of Total Sales (%)	2.9%	3.0%	3.0%	6.4%	3.1%	2.5%	3.3%	5.4%
対前年同期増減率 Y-Y Change (%)	-28.4%	-35.0%	-36.4%	-3.0%	+4.6%	-14.3%	+18.1%	+4.3%
商業/運輸 Commerce/ Transportation	4,679	5,557	7,264	13,699	4,827	6,430	5,942	11,385
構成比 % of Total Sales (%)	7.1%	6.9%	9.9%	13.4%	7.4%	7.8%	7.7%	9.1%
対前年同期増減率 Y-Y Change (%)	-5.8%	+8.2%	+35.5%	+35.8%	+3.2%	+15.7%	-18.2%	-16.9%
金融/保険 Finance/ Insurance	3,616	5,231	4,346	5,992	9,667	10,473	8,633	12,916
構成比 % of Total Sales (%)	5.5%	6.5%	5.9%	5.8%	14.8%	12.7%	11.2%	10.3%
対前年同期増減率 Y-Y Change (%)	-17.9%	-6.3%	-22.2%	+5.3%	+167.3%	+100.2%	+98.6%	+115.6%
その他 Others	4,269	5,389	4,363	7,814	4,239	5,186	4,593	8,690
構成比 % of Total Sales (%)	6.5%	6.7%	5.9%	7.6%	6.5%	6.3%	6.0%	7.0%
対前年同期増減率 Y-Y Change (%)	+9.8%	+26.1%	+3.0%	+27.5%	-0.7%	-3.8%	+5.3%	+11.2%
合計 Total Sales	65,651	80,654	73,613	102,555	65,248	82,574	76,803	124,828
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 (%)	+15.0%	+10.0%	+1.0%	+8.6%	-0.6%	+2.4%	+4.3%	+21.7%

### Ⅲ. 単体情報 Nonconsolidated Information

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

(単位:百万円 Millions of yen)

	2010/3	2011/3	2012/3	2013/3	2014/3
売上高 Total Sales	269,018	261,953	276,468	299,866	305,276
対前年同期増減率 Y-Y change (%)	-5.2%	-2.6%	+5.5%	+8.5%	+1.8%
売上原価 Cost of Sales	210,703	203,852	214,044	234,068	243,834
対売上高構成比 % of Total Sales	78.3%	77.8%	77.4%	78.1%	79.9%
対前年同期増減率 Y-Y change (%)	-5.1%	-3.3%	+5.0%	+9.4%	+4.2%
売上総利益 Gross Profit	58,315	58,100	62,423	65,798	61,442
対売上高構成比 % of Total Sales	21.7%	22.2%	22.6%	21.9%	20.1%
対前年同期増減率 Y-Y change (%)	-5.8%	-0.4%	+7.4%	+5.4%	-6.6%
販売費及び一般管理費 SG&A Expenses	48,005	46,379	47,798	49,087	48,664
対売上高構成比 % of Total Sales	17.8%	17.7%	17.3%	16.4%	15.9%
対前年同期増減率 Y-Y change (%)	-8.5%	-3.4%	+3.1%	+2.7%	-0.9%
営業利益 Operating Income	10,309	11,721	14,625	16,710	12,777
対売上高構成比 % of Total Sales	3.8%	4.5%	5.3%	5.6%	4.2%
対前年同期増減率 Y-Y change (%)	+9.0%	+13.7%	+24.8%	+14.3%	-23.5%
経常利益 Ordinary Income	16,416	17,391	19,744	21,953	18,489
対売上高構成比 % of Total Sales	6.1%	6.6%	7.1%	7.3%	6.1%
対前年同期増減率 Y-Y change (%)	+8.1%	+5.9%	+13.5%	+11.2%	-15.8%
税引前当期純利益 Income before Income Taxes	16,030	16,254	19,219	21,328	18,157
対売上高構成比 % of Total Sales	6.0%	6.2%	7.0%	7.1%	5.9%
対前年同期増減率 Y-Y change (%)	+5.6%	+1.4%	+18.2%	+11.0%	-14.9%
当期純利益 Net Income	11,262	10,869	11,983	14,259	12,570
対売上高構成比 % of Total Sales	4.2%	4.1%	4.3%	4.8%	4.1%
対前年同期増減率 Y-Y change (%)	+3.7%	-3.5%	+10.2%	+19.0%	-11.8%



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

(単位:百万円 Millions of yen)

	2013年3月期 Fiscal year ended March31,2013				2014年3月期 Fiscal year ended March31,2014			
	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	60,989	75,492	68,013	95,371	54,901	71,216	66,675	112,483
対前年同期増減率 Y-Y Change (%)	+15.9%	+10.6%	+0.6%	+8.4%	-10.0%	-5.7%	-2.0%	+17.9%
売上原価 Cost of Sales	47,786	58,814	53,414	74,053	43,601	57,004	53,157	90,070
対売上高構成比 % of Total Sales	78.4%	77.9%	78.5%	77.6%	79.4%	80.0%	79.7%	80.1%
対前年同期増減率 Y-Y Change (%)	+17.9%	+11.8%	+1.4%	+8.5%	-8.8%	-3.1%	-0.5%	+21.6%
売上総利益 Gross Profit	13,203	16,677	14,599	21,317	11,299	14,212	13,517	22,412
対売上高構成比 % of Total Sales	21.6%	22.1%	21.5%	22.4%	20.6%	20.0%	20.3%	19.9%
対前年同期増減率 Y-Y Change (%)	+9.1%	+6.6%	-2.2%	+8.0%	-14.4%	-14.8%	-7.4%	+5.1%
販売費及び一般管理費 SG&A Expenses	12,244	11,970	12,426	12,445	12,449	11,963	12,434	11,818
対売上高構成比 % of Total Sales	20.1%	15.9%	18.3%	13.0%	22.7%	16.8%	18.6%	10.5%
対前年同期増減率 Y-Y Change (%)	+6.1%	+5.3%	+5.7%	-5.2%	+1.7%	-0.1%	+0.1%	-5.0%
営業利益 Operating Income	958	4,707	2,173	8,871	-1,149	2,249	1,083	10,594
対売上高構成比 % of Total Sales	1.6%	6.2%	3.2%	9.3%	-	3.2%	1.6%	9.4%
対前年同期増減率 Y-Y Change (%)	+71.5%	+10.0%	-31.5%	+34.1%	-	-52.2%	-50.2%	+19.4%
経常利益 Ordinary Income	5,175	5,011	2,591	9,175	3,497	2,536	1,435	11,020
対売上高構成比 % of Total Sales	8.5%	6.6%	3.8%	9.6%	6.4%	3.6%	2.2%	9.8%
対前年同期増減率 Y-Y Change (%)	+11.9%	+8.6%	-27.2%	+32.2%	-32.4%	-49.4%	-44.6%	+20.1%
税引前当期純利益 Income before Income Taxes	5,185	4,739	2,676	8,728	3,132	2,800	1,253	10,971
対売上高構成比 % of Total Sales	8.5%	6.3%	3.9%	9.2%	5.7%	3.9%	1.9%	9.8%
対前年同期増減率 Y-Y Change (%)	+15.4%	+3.3%	-23.7%	+31.6%	-39.6%	-40.9%	-53.2%	+25.7%
当期純利益 Net Income	4,560	2,860	1,567	5,271	3,413	1,690	807	6,659
対売上高構成比 % of Total Sales	7.5%	3.8%	2.3%	5.5%	6.2%	2.4%	1.2%	5.9%
対前年同期増減率 Y-Y Change (%)	+11.2%	+5.4%	+10.9%	+40.4%	-25.2%	-40.9%	-48.5%	+26.3%

### 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)

	2014年3月期 Fiscal year ended March 31, 2014											
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		9ヶ月累計 9 Months		第4四半期 4th Q		通期 Full Year	
製品 Product /対売上高構成比 % of Total Sales (%)	16,980	30.9%	24,917	35.0%	23,088	34.6%	64,986	33.7%	49,741	44.2%	114,727	37.6%
サーバ Server /対売上高構成比 % of Total Sales (%)	1,916	3.5%	4,820	6.8%	3,009	4.5%	9,746	5.1%	7,379	6.6%	17,126	5.6%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	8,438	15.4%	9,897	13.9%	10,285	15.4%	28,621	14.8%	23,950	21.3%	52,572	17.2%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,663	3.0%	2,822	4.0%	2,414	3.6%	6,900	3.6%	4,267	3.8%	11,167	3.7%
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 (%)	<u>1,694</u>	<u>3.1%</u>	3,077	4.3%	2,557	3.8%	7,316	3.8%	5,330	4.7%	12,658	4.1%
その他 Others /対売上高構成比 % of Total Sales (%)	<u>3,266</u>	<u>5.9%</u>	4,300	6.0%	4,821	7.2%	12,400	6.4%	8,812	7.8%	21,201	6.9%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	10,389	18.9%	14,978	21.0%	14,207	21.3%	39,576	20.5%	28,235	25.1%	67,812	22.2%
サービス Service /対売上高構成比 % of Total Sales (%)	27,531	50.2%	31,320	44.0%	29,379	44.1%	88,230	45.8%	34,506	30.7%	122,737	40.2%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	16,730	30.5%	17,503	24.6%	17,229	25.8%	51,463	26.7%	18,135	16.1%	69,598	22.8%
運用 Operation /対売上高構成比 % of Total Sales (%)	8,256	15.0%	9,383	13.2%	8,782	13.2%	26,423	13.7%	9,852	8.8%	36,275	11.9%
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 (%)	2,544	4.6%	4,432	6.2%	3,367	5.1%	10,344	5.4%	6,518	5.8%	16,863	5.5%
合計 Total /対売上高構成比 % of Total Sale	54,901	100.0%	71,216	100.0%	66,675	100.0%	192,792	100.0%	112,483	100.0%	305,276	100.0%

※下線部分の数値を変更しております。

※Underlined figures have been revised.

(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		9ヶ月累計 9 Months		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%	23,823	34.7%	77,359	37.8%	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%	10,662	5.2%	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%	37,931	18.6%	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%	7,732	3.8%	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%	8,054	3.9%	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%	12,978	6.3%	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%	39,954	19.6%	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%	87,181	42.6%	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%	49,798	24.3%	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%	25,372	12.4%	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%	12,010	5.9%	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%	204,495	100.0%	95,371	100.0%	299,866	100.0%

## IV. 計画情報(IFRS) Projected Information(IFRS)

### 1. 連結業績予想 Forecast Of Consolidated Operating Results

(単位:百万円 Millions of yen)

	2015/3(計画) (Projected)
売上収益 Total Sales	365,000
対前年同期増減率 Y-Y Change (%)	-
売上総利益 Gross Profit	89,600
対売上収益構成比 % of Total Sales	24.5%
対前年同期増減率 Y-Y Change (%)	-
その他の収益及び費用 Operating expenses	62,600
対売上収益構成比 % of Total Sales	17.2%
対前年同期増減率 Y-Y Change (%)	-
営業利益 Operating Income	27,000
対売上収益構成比 % of Total Sales	7.4%
対前年同期増減率 Y-Y Change (%)	-
税引前利益 Income before Income Taxes	26,800
対売上収益構成比 % of Total Sales	7.3%
対前年同期増減率 Y-Y Change (%)	-
当期利益 Net Income	16,800
対売上収益構成比 % of Total Sales	4.6%
対前年同期増減率 Y-Y Change (%)	-
親会社の所有者に帰属する当期利益 Net Income attributable to Owners of the Parent Company	16,500
対売上収益構成比 % of Total Sales	4.5%
対前年同期増減率 Y-Y Change (%)	-
非支配持分 Non-controlling interests	300
対売上収益構成比 % of Total Sales	0.1%
対前年同期増減率 Y-Y Change (%)	-

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

(単位:百万円 Millions of yen)

	2015/3(計画) (Projected)
受注高 Orders Received	370,000
対前年同期増減率 Y-Y Change (%)	-
受注残高 Backlog	210,918