

2016年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2016

(April 1, 2015 – March 31, 2016)

2016年5月2日  
May 2, 2016

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。  
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Note: ・This release is not subject to the quarterly review process as required by the Financial Instruments and Exchange Act of Japan. As of the date when this release was issued, the review of quarterly 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(予) (Projected)
売上収益 Net Sales	350,567	381,939	391,606	400,000
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+2.5%	+2.1%
売上原価 Cost of Sales	266,857	290,660	300,080	304,000
対売上高構成比 % of Total Sales	76.1%	76.1%	76.6%	76.0%
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+3.2%	+1.3%
売上総利益 Gross Profit	83,710	91,279	91,526	96,000
対売上高構成比 % of Total Sales	23.9%	23.9%	23.4%	24.0%
対前年同期増減率 Y-Y Change (%)	-	+9.0%	+0.3%	+4.9%
その他の収益及び費用 Operating Revenue and Expenses	59,896	61,940	63,583	66,000
対売上高構成比 % of Total Sales	17.1%	16.2%	16.2%	16.5%
対前年同期増減率 Y-Y Change (%)	-	+3.4%	+2.7%	+3.8%
販売費及び一般管理費 SG&A Expenses	59,387	62,500	63,464	66,000
その他の収益 Other Revenue	331	1,225	450	-
その他の費用 Other Expenses	840	666	569	-
営業利益 Operating Income	23,814	29,339	27,942	30,000
対売上高構成比 % of Total Sales	6.8%	7.7%	7.1%	7.5%
対前年同期増減率 Y-Y Change (%)	-	+23.2%	-4.8%	+7.4%
税引前利益 Profit before Income Taxes	24,025	29,494	27,942	30,000
対売上高構成比 % of Total Sales	6.9%	7.7%	7.1%	7.5%
対前年同期増減率 Y-Y Change (%)	-	+22.8%	-5.3%	+7.4%
当期利益 Net Income	14,440	17,650	18,138	-
対売上高構成比 % of Total Sales	4.1%	4.6%	4.6%	-
対前年同期増減率 Y-Y Change (%)	-	+22.2%	+2.8%	-
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	14,225	17,406	18,018	19,500
対売上高構成比 % of Total Sales	4.1%	4.6%	4.6%	4.9%
対前年同期増減率 Y-Y Change (%)	-	+22.4%	+3.5%	+8.2%

## 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(予) (Projected)
受注高 Orders Received	369,134	388,087	398,333	410,000
対前年同期増減率 Y-Y Change (%)	-	+5.1%	+2.6%	+2.9%
受注残高 Backlog	195,473	201,621	208,348	218,348

## 3. セグメント別 売上収益 Sales by segments

(単位:百万円 Millions of yen)

	2015年3月期 Fiscal year ended March 31, 2015					2016年3月期 Fiscal year ended March 31, 2016				
	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 Net Sales	74,071	87,056	94,704	126,107	381,939	76,929	88,301	86,521	139,854	391,606
情報通信事業 Telecommunications	23,654	28,341	33,569	46,523	132,089	25,452	29,366	27,121	60,451	142,392
構成比 Share (%)	31.9%	32.6%	35.4%	36.9%	34.6%	33.1%	33.2%	31.3%	43.2%	36.4%
対前年同期増減率 Y-Y Change (%)	+3.0%	+0.2%	+23.2%	+6.4%	+8.1%	+7.6%	+3.6%	-19.2%	+29.9%	+7.8%
金融・社会インフラ事業 Finance & Public	14,601	15,849	16,558	24,965	71,975	14,185	16,171	15,495	21,263	67,116
構成比 Share (%)	19.7%	18.2%	17.5%	19.8%	18.8%	18.4%	18.3%	17.9%	15.2%	17.1%
対前年同期増減率 Y-Y Change (%)	+45.6%	+22.5%	+32.7%	+14.5%	+25.7%	-2.8%	+2.0%	-6.4%	-14.8%	-6.8%
エンタープライズ事業 Enterprise	15,169	17,604	18,063	23,912	74,750	16,253	20,133	20,584	25,847	82,818
構成比 Share (%)	20.5%	20.2%	19.1%	19.0%	19.6%	21.1%	22.8%	23.8%	18.5%	21.2%
対前年同期増減率 Y-Y Change (%)	+1.0%	-6.9%	-3.9%	-10.0%	-5.7%	+7.1%	+14.4%	+14.0%	+8.1%	+10.8%
流通事業 Distribution	12,547	16,262	17,123	16,418	62,351	10,906	12,611	12,629	15,980	52,127
構成比 Share (%)	16.9%	18.7%	18.1%	13.0%	16.3%	14.2%	14.3%	14.6%	11.4%	13.3%
対前年同期増減率 Y-Y Change (%)	+3.3%	+17.3%	+25.9%	+12.5%	+15.0%	-13.1%	-22.4%	-26.2%	-2.7%	-16.4%
ITサービス事業 IT Service	2,639	2,791	2,695	2,683	10,809	2,712	2,878	2,672	2,748	11,012
構成比 Share (%)	3.6%	3.2%	2.8%	2.1%	2.8%	3.5%	3.3%	3.1%	2.0%	2.8%
対前年同期増減率 Y-Y Change (%)	+0.4%	+5.8%	+1.0%	+5.1%	+3.0%	+2.8%	+3.1%	-0.8%	+2.4%	+1.9%
その他 Others	5,459	6,207	6,693	11,603	29,963	7,418	7,140	8,017	13,563	36,139
構成比 Share (%)	7.4%	7.1%	7.1%	9.2%	7.9%	9.7%	8.1%	9.3%	9.7%	9.2%
対前年同期増減率 Y-Y Change (%)	-15.8%	-1.1%	+31.7%	+25.1%	+10.5%	+35.9%	+15.0%	+19.8%	+16.9%	+20.6%

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

(単位:百万円 Millions of yen)

	2015年3月期 Fiscal year ended March 31, 2015					2016年3月期 Fiscal year ended March 31, 2016				
	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 Income Taxes	1,174	6,779	7,443	14,096	29,494	1,881	4,074	4,120	17,866	27,942
情報通信事業 Telecommunications	500	1,486	3,277	4,480	9,744	1,262	1,050	889	6,929	10,132
金融・社会インフラ事業 Finance & Public	474	948	1,168	3,411	6,001	-218	491	389	2,572	3,234
エンタープライズ事業 Enterprise	-1,203	-82	75	1,620	409	-608	295	3	2,828	2,518
流通事業 Distribution	562	1,137	936	1,706	4,342	119	683	863	1,992	3,658
ITサービス事業 IT Service	1,319	3,062	2,537	1,646	8,565	1,387	1,883	2,128	3,258	8,658
その他 Others	-38	332	-106	1,555	1,743	-58	65	166	1,696	1,871
調整額 Adjustment	-439	-104	-444	-324	-1,313	-1	-395	-321	-1,410	-2,129

## 5. 業種別 売上収益 Sales by Industry

(単位:百万円 Millions of yen)

	2014/3	2015/3	2016/3
通信／放送 Telecommunications/ Broadcasting	105,798	114,547	125,506
構成比 % of Total Sales (%)	30.2%	30.0%	32.0%
対前年同期増減率 Y-Y Change (%)	-	+8.3%	+9.6%
電気 Electronics	17,210	14,755	19,987
構成比 % of Total Sales (%)	4.9%	3.9%	5.1%
対前年同期増減率 Y-Y Change (%)	-	-14.3%	+35.5%
製造等 Manufacturing (excluding electronics)	54,848	54,307	51,123
構成比 % of Total Sales (%)	15.6%	14.2%	13.1%
対前年同期増減率 Y-Y Change (%)	-	-1.0%	-5.6%
情報サービス Information Services	66,515	71,755	71,861
構成比 % of Total Sales (%)	19.0%	18.8%	18.4%
対前年同期増減率 Y-Y Change (%)	-	+7.9%	+0.1%
公共 Public Sector	13,267	15,180	16,179
構成比 % of Total Sales (%)	3.8%	4.0%	4.1%
対前年同期増減率 Y-Y Change (%)	-	+14.4%	+6.6%
商業／運輸 Commerce/ Transportation	28,159	42,506	28,780
構成比 % of Total Sales (%)	8.0%	11.1%	7.3%
対前年同期増減率 Y-Y Change (%)	-	+50.9%	-32.3%
金融／保険 Finance/ Insurance	42,048	44,619	50,862
構成比 % of Total Sales (%)	12.0%	11.7%	13.0%
対前年同期増減率 Y-Y Change (%)	-	+6.1%	+14.0%
その他 Others	22,718	24,267	27,304
構成比 % of Total Sales (%)	6.5%	6.3%	7.0%
対前年同期増減率 Y-Y Change (%)	-	+6.8%	+12.5%
合計 Total Sales	350,567	381,939	391,606
構成比 % of Total Sales (%)	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	-	+8.9%	+2.5%

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

## 7. 従業員の推移 Number of Employees

(単位:人 People)

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

※2015年度の人事制度改定に伴う職種変更により、2014年度の人員は新人事制度に合わせて再集計しています。

※According to the type of job change with the personnel system revision, FY2014's number of employees are recounted based on the new personnel system.

## 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
資産合計 Total Assets	282,650	302,734	307,932
資本合計 Total Equity	166,700	172,907	183,043
自己資本比率 Equity Ratio (%)	57.7%	55.8%	58.2%

## 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
営業活動によるキャッシュ・フロー Operating Activities	6,414	25,830	21,856
投資活動によるキャッシュ・フロー Investing Activities	-8,024	-17,342	-18,185
財務活動によるキャッシュ・フロー Financing Activities	-9,509	-13,594	-8,422
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

## 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
設備投資額 Capital Investment	6,968	7,975	11,083
減価償却費 Depreciation and Amortization	7,558	8,202	8,442

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
親会社所有者帰属持分当期利益率 ROE (%)	8.9%	10.5%	10.4%
資産合計当期利益率 ROA (%)	5.1%	5.9%	5.9%

## 12. 一株当たり情報 Per Share Data

	2014/3	2015/3	2016/3
基本的一株当たり当期利益 Earnings Per Share	120.00	148.79	155.85
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
一株当たり配当金 Cash Dividends Per Share	55.00	60.00	70.00(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)

	2015年3月期 Fiscal year ended March 31, 2015				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	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 Net Sales	74,071	87,056	94,704	126,107	76,929	88,301	86,521	139,854
対前年同期増減率 Y-Y Change (%)	+6.9%	+5.0%	+18.6%	+6.4%	+3.9%	+1.4%	-8.6%	+10.9%
売上原価 Cost of Sales	57,395	65,613	72,516	95,133	59,510	68,354	66,342	105,873
対売上高構成比 % of Total Sales	77.5%	75.4%	76.6%	75.4%	77.4%	77.4%	76.7%	75.7%
対前年同期増減率 Y-Y Change (%)	+7.2%	+4.7%	+18.6%	+6.3%	+3.7%	+4.2%	-8.5%	+11.3%
売上総利益 Gross Profit	16,675	21,442	22,187	30,973	17,418	19,947	20,179	33,981
対売上高構成比 % of Total Sales	22.5%	24.6%	23.4%	24.6%	22.6%	22.6%	23.3%	24.3%
対前年同期増減率 Y-Y Change (%)	+6.0%	+6.0%	+18.4%	+6.8%	+4.5%	-7.0%	-9.1%	+9.7%
その他の収益及び費用 Operating Revenue and Expenses	15,529	14,606	14,787	17,016	15,722	15,789	16,120	15,950
対売上高構成比 % of Total Sales	21.0%	16.8%	15.6%	13.5%	20.4%	17.9%	18.6%	11.4%
対前年同期増減率 Y-Y Change (%)	+0.2%	+0.2%	-2.4%	+16.0%	+1.2%	+8.1%	+9.0%	-6.3%
販売費及び一般管理費 SG&A Expenses	15,553	14,963	15,517	16,465	15,808	15,840	16,238	15,577
その他の収益 Other Revenue	56	373	753	69	96	82	216	55
その他の費用 Other Expenses	33	16	22	620	11	31	97	428
営業利益 Operating Income	1,146	6,835	7,400	13,957	1,695	4,157	4,058	18,030
対売上高構成比 % of Total Sales	1.5%	7.9%	7.8%	11.1%	2.2%	4.7%	4.7%	12.9%
対前年同期増減率 Y-Y Change (%)	+405.3%	+20.9%	+106.1%	-2.7%	+47.9%	-39.2%	-45.2%	+29.2%
税引前利益 Profit before Income Taxes	1,174	6,779	7,443	14,096	1,881	4,074	4,120	17,866
対売上高構成比 % of Total Sales	1.6%	7.8%	7.9%	11.2%	2.4%	4.6%	4.8%	12.8%
対前年同期増減率 Y-Y Change (%)	+332.9%	+19.8%	+105.3%	-2.6%	+60.2%	-39.9%	-44.6%	+26.7%
当期利益 Net Income	747	4,304	4,675	7,922	1,141	2,601	2,570	11,825
対売上高構成比 % of Total Sales	1.0%	4.9%	4.9%	6.3%	1.5%	2.9%	3.0%	8.5%
対前年同期増減率 Y-Y Change (%)	+816.6%	+23.3%	+112.9%	-8.7%	+52.7%	-39.6%	-45.0%	+49.3%
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	722	4,263	4,601	7,817	1,192	2,596	2,468	11,761
対売上高構成比 % of Total Sales	1.0%	4.9%	4.9%	6.2%	1.5%	2.9%	2.9%	8.4%
対前年同期増減率 Y-Y Change (%)	-	+24.5%	+114.4%	-9.6%	+64.9%	-39.1%	-46.4%	+50.4%

※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)

	2015年3月期 Fiscal year ended March 31, 2015				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	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	83,980	78,801	85,088	140,216	73,028	88,032	89,120	148,151
対前年同期増減率 Y-Y Change (%)	+8.8%	+0.6%	+3.4%	+6.7%	-13.0%	+11.7%	+4.7%	+5.7%
受注残高 Backlog	205,382	197,128	187,512	201,621	197,721	197,452	200,052	208,348

## 3. 業種別 売上収益 Sales by Industry

(単位:百万円 Millions of yen)

	2015年3月期 Fiscal year ended March 31, 2015				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	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	20,977	23,903	30,733	38,933	22,580	24,723	24,062	54,139
構成比 % of Total Sales (%)	28.3%	27.5%	32.5%	30.9%	29.4%	28.0%	27.8%	38.7%
対前年同期増減率 Y-Y Change (%)	+9.5%	+2.4%	+27.8%	-0.8%	+7.6%	+3.4%	-21.7%	+39.1%
電気 Electronics	2,994	3,560	3,339	4,860	3,488	4,349	4,977	7,171
構成比 % of Total Sales (%)	4.0%	4.1%	3.5%	3.9%	4.5%	4.9%	5.7%	5.1%
対前年同期増減率 Y-Y Change (%)	-11.8%	-16.1%	-9.1%	-17.6%	+16.5%	+22.1%	+49.0%	+47.6%
製造等 Manufacturing (excluding electronics)	11,899	13,217	13,692	15,497	10,553	12,765	12,410	15,394
構成比 % of Total Sales (%)	16.1%	15.2%	14.5%	12.3%	13.7%	14.5%	14.3%	11.0%
対前年同期増減率 Y-Y Change (%)	+4.7%	-2.7%	+1.7%	-5.7%	-11.3%	-3.4%	-9.4%	-0.7%
情報サービス Information Services	14,050	17,593	16,978	23,133	15,319	18,138	17,132	21,270
構成比 % of Total Sales (%)	19.0%	20.2%	17.9%	18.3%	19.9%	20.5%	19.8%	15.2%
対前年同期増減率 Y-Y Change (%)	+3.9%	+2.3%	+10.7%	+13.0%	+9.0%	+3.1%	+0.9%	-8.1%
公共 Public Sector	2,293	2,845	3,071	6,968	2,909	2,846	3,266	7,156
構成比 % of Total Sales (%)	3.1%	3.3%	3.3%	5.5%	3.8%	3.2%	3.8%	5.1%
対前年同期増減率 Y-Y Change (%)	+7.9%	+46.9%	+7.4%	+9.8%	+26.9%	+0.0%	+6.4%	+2.7%
商業／運輸 Commerce/ Transportation	7,117	10,378	9,584	15,426	5,741	7,122	6,306	9,610
構成比 % of Total Sales (%)	9.6%	11.9%	10.1%	12.2%	7.5%	8.1%	7.3%	6.9%
対前年同期増減率 Y-Y Change (%)	+30.8%	+51.9%	+46.5%	+65.1%	-19.3%	-31.4%	-34.2%	-37.7%
金融／保険 Finance/ Insurance	9,224	10,207	11,493	13,693	10,767	11,820	12,605	15,669
構成比 % of Total Sales (%)	12.5%	11.7%	12.1%	10.9%	14.0%	13.4%	14.6%	11.2%
対前年同期増減率 Y-Y Change (%)	-5.1%	-4.5%	+27.4%	+8.6%	+16.7%	+15.8%	+9.7%	+14.4%
その他 Others	5,514	5,348	5,811	7,593	5,567	6,534	5,759	9,442
構成比 % of Total Sales (%)	7.4%	6.1%	6.1%	6.0%	7.2%	7.4%	6.7%	6.8%
対前年同期増減率 Y-Y Change (%)	+21.4%	+5.1%	+17.7%	-6.8%	+1.0%	+22.2%	-0.9%	+24.3%
合計 Total Sales	74,071	87,056	94,704	126,107	76,929	88,301	86,521	139,854
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 (%)	+6.9%	+5.0%	+18.6%	+6.4%	+3.9%	+1.4%	-8.6%	+10.9%

### 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)

	2012/3	2013/3	2014/3	2015/3	2016/3
売上高 Total Sales	276,468	299,866	305,276	336,487	343,151
対前年同期増減率 Y-Y Change (%)	+5.5%	+8.5%	+1.8%	+10.2%	+2.0%
売上原価 Cost of Sales	214,044	234,068	243,834	270,601	276,143
対売上高構成比 % of Total Sales	77.4%	78.1%	79.9%	80.4%	80.5%
対前年同期増減率 Y-Y Change (%)	+5.0%	+9.4%	+4.2%	+11.0%	+2.0%
売上総利益 Gross Profit	62,423	65,798	61,442	65,885	67,008
対売上高構成比 % of Total Sales	22.6%	21.9%	20.1%	19.6%	19.5%
対前年同期増減率 Y-Y Change (%)	+7.4%	+5.4%	-6.6%	+7.2%	+1.7%
販売費及び一般管理費 SG&A Expenses	47,798	49,087	48,664	49,179	50,112
対売上高構成比 % of Total Sales	17.3%	16.4%	15.9%	14.6%	14.6%
対前年同期増減率 Y-Y Change (%)	+3.1%	+2.7%	-0.9%	+1.1%	+1.9%
営業利益 Operating Income	14,625	16,710	12,777	16,705	16,895
対売上高構成比 % of Total Sales	5.3%	5.6%	4.2%	5.0%	4.9%
対前年同期増減率 Y-Y Change (%)	+24.8%	+14.3%	-23.5%	+30.7%	+1.1%
経常利益 Ordinary Income	19,744	21,953	18,489	24,568	21,506
対売上高構成比 % of Total Sales	7.1%	7.3%	6.1%	7.3%	6.3%
対前年同期増減率 Y-Y Change (%)	+13.5%	+11.2%	-15.8%	+32.9%	-12.5%
税引前当期純利益 Profit before Income Taxes	19,219	21,328	18,157	29,416	24,830
対売上高構成比 % of Total Sales	7.0%	7.1%	5.9%	8.7%	7.2%
対前年同期増減率 Y-Y Change (%)	+18.2%	+11.0%	-14.9%	+62.0%	-15.6%
当期純利益 Net Income	11,983	14,259	12,570	22,064	18,710
対売上高構成比 % of Total Sales	4.3%	4.8%	4.1%	6.6%	5.5%
対前年同期増減率 Y-Y Change (%)	+10.2%	+19.0%	-11.8%	+75.5%	-15.2%



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

(単位:百万円 Millions of yen)

	2015年3月期 Fiscal year ended March 31, 2015				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	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	62,212	76,037	81,501	116,735	62,412	77,339	72,867	130,531
対前年同期増減率 Y-Y Change (%)	+13.3%	+6.8%	+22.2%	+3.8%	+0.3%	+1.7%	-10.6%	+11.8%
売上原価 Cost of Sales	50,650	61,286	65,713	92,951	50,019	63,093	58,785	104,244
対売上高構成比 % of Total Sales	81.4%	80.6%	80.6%	79.6%	80.1%	81.6%	80.7%	79.9%
対前年同期増減率 Y-Y Change (%)	+16.2%	+7.5%	+23.6%	+3.2%	-1.2%	+2.9%	-10.5%	+12.1%
売上総利益 Gross Profit	11,562	14,750	15,788	23,784	12,393	14,246	14,081	26,287
対売上高構成比 % of Total Sales	18.6%	19.4%	19.4%	20.4%	19.9%	18.4%	19.3%	20.1%
対前年同期増減率 Y-Y Change (%)	+2.3%	+3.8%	+16.8%	+6.1%	+7.2%	-3.4%	-10.8%	+10.5%
販売費及び一般管理費 SG&A Expenses	12,227	11,868	12,207	12,876	12,406	12,490	12,778	12,436
対売上高構成比 % of Total Sales	19.7%	15.6%	15.0%	11.0%	19.9%	16.2%	17.5%	9.5%
対前年同期増減率 Y-Y Change (%)	-1.8%	-0.8%	-1.8%	+8.9%	+1.5%	+5.2%	+4.7%	-3.4%
営業利益 Operating Income	-665	2,882	3,580	10,908	-13	1,755	1,303	13,850
対売上高構成比 % of Total Sales	-	3.8%	4.4%	9.3%	-	2.3%	1.8%	10.6%
対前年同期増減率 Y-Y Change (%)	-	+28.2%	+230.5%	+3.0%	-	-39.1%	-63.6%	+27.0%
経常利益 Ordinary Income	5,264	3,443	4,566	11,293	3,902	2,063	1,724	13,816
対売上高構成比 % of Total Sales	8.5%	4.5%	5.6%	9.7%	6.3%	2.7%	2.4%	10.6%
対前年同期増減率 Y-Y Change (%)	+50.5%	+35.7%	+218.1%	+2.5%	-25.9%	-40.1%	-62.2%	+22.3%
税引前当期純利益 Profit before Income Taxes	5,262	4,023	4,555	15,574	3,902	2,092	1,617	17,218
対売上高構成比 % of Total Sales	8.5%	5.3%	5.6%	13.3%	6.3%	2.7%	2.2%	13.2%
対前年同期増減率 Y-Y Change (%)	+68.0%	+43.7%	+263.5%	+42.0%	-25.9%	-48.0%	-64.5%	+10.6%
当期純利益 Net Income	5,315	2,684	2,871	11,193	3,772	1,346	958	12,633
対売上高構成比 % of Total Sales	8.5%	3.5%	3.5%	9.6%	6.0%	1.7%	1.3%	9.7%
対前年同期増減率 Y-Y Change (%)	+55.7%	+58.8%	+255.5%	+68.1%	-29.0%	-49.9%	-66.6%	+12.9%

## 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)

	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	38.0%
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%

(単位:百万円 Millions of yen)

	2015年3月期 Fiscal year ended March 31, 2015									
	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 (%)	18,741	30.1%	26,252	34.5%	31,206	38.3%	52,416	44.9%	128,616	38.2%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,116	3.4%	3,345	4.4%	3,048	3.7%	6,216	5.3%	14,726	4.4%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	9,138	14.7%	11,260	14.8%	15,750	19.3%	24,402	20.9%	60,551	18.0%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,481	2.4%	2,462	3.2%	3,161	3.9%	7,848	6.7%	14,953	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 (%)	2,458	3.9%	3,225	4.3%	2,990	3.7%	6,551	5.6%	15,225	4.5%
その他 Others /対売上高構成比 % of Total Sales (%)	3,547	5.7%	5,957	7.8%	6,256	7.7%	7,397	6.4%	23,159	6.9%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	13,829	22.2%	16,805	22.1%	16,303	20.0%	26,378	22.6%	73,316	21.8%
サービス Services /対売上高構成比 % of Total Sales (%)	29,641	47.7%	32,979	43.4%	33,991	41.7%	37,940	32.5%	134,553	40.0%
保守 Maintenance /対売上高構成比 % of Total Sales (%)	17,653	28.4%	18,452	24.3%	18,683	22.9%	19,147	16.4%	73,937	22.0%
運用 Operation /対売上高構成比 % of Total Sales (%)	8,665	13.9%	9,311	12.2%	9,530	11.7%	10,260	8.8%	37,668	11.2%
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 (%)	3,322	5.4%	5,214	6.9%	5,777	7.1%	8,532	7.3%	22,847	6.8%
合計 Total /対売上高構成比 % of Total Sales (%)	62,212	100.0%	76,037	100.0%	81,501	100.0%	116,735	100.0%	336,487	100.0%