

# 日本ユニシス株式会社

## 2018年3月期

### 第1四半期連結決算補足資料

Nihon Unisys, Ltd.  
Appendix of Consolidated Financial Results  
for the First Quarter of FY Ending March 31, 2018

(April 1, 2017 - June 30, 2017)

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## 1. 第1四半期連結決算実績 (Consolidated Financial Results of 1Q)

## 1-1. 連結損益計算書 (Consolidated Statements of Income)

(百万円 Millions of Yen)

|  | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減<br>YOY Change |         |
|--|---|---|---------------------|---------|
|  |   |   | 額 (Amount)          | 率 (%)   |
| 売上高 (Net Sales)  | 56,147                                  | 56,143                                  | +3                  | +0.0%   |
| 売上原価 (Cost of Sales)   | 42,388                                  | 42,501                                  | 112                 | 0.3%    |
| 売上総利益 (Gross Profit)   | 13,758                                  | 13,642                                  | +116                | +0.9%   |
| 販売費及び一般管理費 (SG&A Expenses) ( )   | 12,324                                  | 12,397                                  | 72                  | 0.6%    |
| 営業利益 (Operating Income)  | 1,434                                   | 1,244                                   | +189                | +15.2%  |
| 営業外収益 (Non-Operating Income)   | 393                                     | 400                                     | 6                   | 1.7%    |
| 受取利息 (Interest Income)   | 0                                       | 3                                       | 2                   | 71.1%   |
| 受取配当金 (Dividends Income)   | 308                                     | 277                                     | +30                 | +11.1%  |
| その他 (Others)   | 84                                      | 119                                     | 35                  | 29.8%   |
| 営業外費用 (Non-Operating Expenses)   | 89                                      | 258                                     | 169                 | 65.6%   |
| 支払利息 (Interest Expenses)   | 33                                      | 53                                      | 19                  | 37.3%   |
| 投資事業組合運用損 (Loss on investments in partnership)   | 41                                      | -                                       | +41                 | -       |
| その他 (Others)   | 14                                      | 205                                     | 191                 | 93.0%   |
| 経常利益 (Ordinary Income)   | 1,738                                   | 1,386                                   | +352                | +25.4%  |
| 特別利益 (Extraordinary Income)  | 113                                     | 6                                       | +106                | -       |
| 事業譲渡益 (Gain on transfer of business)   | 108                                     | -                                       | +108                | -       |
| 子会社清算益 (Gain on liquidation of subsidiaries)   | -                                       | 6                                       | 6                   | 100.0%  |
| その他 (Others)   | 4                                       | -                                       | +4                  | -       |
| 特別損失 (Extraordinary Loss)  | 24                                      | 66                                      | 41                  | 63.0%   |
| 固定資産除売却損 (Loss on sales and retirement of non-current assets)                                      | 12                                      | 1                                       | +10                 | +560.4% |
| 投資有価証券売却損 (Loss on sales of investment securities)   | -                                       | 43                                      | 43                  | 100.0%  |
| 投資有価証券評価損 (Loss on valuation of investment securities)   | 6                                       | 3                                       | +3                  | +102.5% |
| その他 (Others)   | 4                                       | 17                                      | 13                  | 73.6%   |
| 税金等調整前四半期純利益<br>(Profit before income taxes)   | 1,827                                   | 1,326                                   | +500                | +37.8%  |
| 法人税等合計 (Total Income Taxes)  | 481                                     | 423                                     | +57                 | +13.6%  |
| 四半期純利益 (Profit)  | 1,345                                   | 902                                     | +442                | +49.1%  |
| 非支配株主に帰属する四半期純利益又は非支配株主に帰属する四半期純損失( )<br>(Profit (loss) attributable to non-controlling interests) | 6                                       | 1                                       | +7                  | -       |
| 親会社株主に帰属する四半期純利益<br>(Profit attributable to owners of parent)                                      | 1,339                                   | 904                                     | +435                | +48.2%  |
| 四半期包括利益 (Comprehensive Income)   | 2,852                                   | 540                                     | +2,311              | +428.0% |
| ( )販売費及び一般管理費には研究開発費が含まれております。(SG&A Expenses include Research and Development Expenses.)           |   |   |                     |         |
| 研究開発費 (Research and Development Expenses)  | 662                                     | 778                                     | 115                 | 14.9%   |

## 1-2. マーケット別売上高 (Net Sales by Market)

(億円 100 Millions of Yen)

|   | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減<br>YOY Change |       |
|---|---|---|---------------------|-------|
|   |   |   | 額 (Amount)          | 率 (%) |
| 金融機関 (Financial Institutions)           | 170                                     | 154                                     | +15                 | +9.9% |
| 官公庁 (Public/Government)                 | 22                                      | 21                                      | +1                  | +3.4% |
| 製造 (Manufacturing)                      | 92                                      | 94                                      | 3                   | 2.9%  |
| 商業・流通 (Commerce)                        | 71                                      | 72                                      | 1                   | 1.7%  |
| 電力・サービス・その他 (Utilities/Services/Others) | 207                                     | 219                                     | 12                  | 5.5%  |
| 合計 (Total)                              | 561                                     | 561                                     | +0                  | +0.0% |

## 1-3. プロダクト別売上高 (Net Sales by Product)

(億円 100 Millions of Yen)

|   | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減<br>YOY Change |        |
|---|---|---|---------------------|--------|
|   |   |   | 額 (Amount)          | 率 (%)  |
| ソフトウェア (Software)                       | 61                                      | 49                                      | +12                 | +24.9% |
| メインフレーム系 (For Mainframes)               | 19                                      | 11                                      | +8                  | +76.2% |
| オープン系 (For Open Products)               | 43                                      | 38                                      | +4                  | +10.8% |
| ハードウェア (Hardware)                       | 78                                      | 77                                      | +1                  | +1.9%  |
| メインフレーム (Mainframes)                    | 4                                       | 4                                       | 1                   | 19.8%  |
| オープン他 (Open Products and Others)        | 74                                      | 72                                      | +2                  | +3.2%  |
| メインフレーム計 (Mainframes Total)             | 22                                      | 15                                      | +7                  | +48.1% |
| オープン他計 (Open Products and Others Total) | 117                                     | 111                                     | +6                  | +5.9%  |
| 合計 (Total)                              | 139                                     | 126                                     | +14                 | +10.9% |

1-4. 区分別売上高 (Net Sales by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減<br>YOY Change |        |
|----------------------------------|---|---|---------------------|--------|
|                                  |   |   | 額 (Amount)          | 率 (%)  |
| <b>サービス (Services)</b>           | 42,215                                  | 43,581                                  | 1,365               | 3.1%   |
| システムサービス (System Services)       | 16,924                                  | 18,145                                  | 1,221               | 6.7%   |
| サポートサービス (Support Services)      | 12,377                                  | 12,894                                  | 516                 | 4.0%   |
| アウトソーシング (Outsourcing)           | 11,001                                  | 10,522                                  | +478                | +4.6%  |
| その他サービス (Others)                 | 1,911                                   | 2,018                                   | 107                 | 5.3%   |
| <b>ソフトウェア (Software)</b>         | 6,134                                   | 4,910                                   | +1,223              | +24.9% |
| <b>ハードウェア (Hardware)</b>         | 7,797                                   | 7,651                                   | +146                | +1.9%  |
| コンピュータ販売 (Sales of Computers)    | 7,217                                   | 7,045                                   | +171                | +2.4%  |
| コンピュータ賃貸収入 (Rental of Computers) | 580                                     | 605                                     | 25                  | 4.2%   |
| <b>合計 (Total)</b>                | 56,147                                  | 56,143                                  | +3                  | +0.0%  |

1-5. 区分別売上総利益 (Gross Profit by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減<br>YOY Change |        |
|----------------------------------|---|---|---------------------|--------|
|                                  |   |   | 額 (Amount)          | 率 (%)  |
| <b>サービス (Services)</b>           | 10,908                                  | 11,495                                  | 586                 | 5.1%   |
| システムサービス (System Services)       | 4,698                                   | 5,224                                   | 525                 | 10.1%  |
| サポートサービス (Support Services)      | 3,468                                   | 3,617                                   | 149                 | 4.1%   |
| アウトソーシング (Outsourcing)           | 2,271                                   | 2,403                                   | 131                 | 5.5%   |
| その他サービス (Others)                 | 469                                     | 250                                     | +219                | +87.8% |
| <b>ソフトウェア (Software)</b>         | 1,630                                   | 991                                     | +639                | +64.5% |
| <b>ハードウェア (Hardware)</b>         | 1,219                                   | 1,155                                   | +64                 | +5.5%  |
| コンピュータ販売 (Sales of Computers)    | 858                                     | 794                                     | +63                 | +8.1%  |
| コンピュータ賃貸収入 (Rental of Computers) | 361                                     | 361                                     | +0                  | +0.0%  |
| <b>合計 (Total)</b>                | 13,758                                  | 13,642                                  | +116                | +0.9%  |

1-6. 区分別売上総利益率 (Gross Margin by Service and Product)

|                                  | 2018年3月期<br>FY March 2018<br>4月-6月 (1Q) | 2017年3月期<br>FY March 2017<br>4月-6月 (1Q) | 前期比増減                   |
|----------------------------------|---|---|-------------------------|
|                                  |   |   | YOY Change<br>ポイント (pt) |
| <b>サービス (Services)</b>           | 25.8%                                   | 26.4%                                   | 0.5pt                   |
| システムサービス (System Services)       | 27.8%                                   | 28.8%                                   | 1.0pt                   |
| サポートサービス (Support Services)      | 28.0%                                   | 28.1%                                   | 0.0pt                   |
| アウトソーシング (Outsourcing)           | 20.6%                                   | 22.8%                                   | 2.2pt                   |
| その他サービス (Others)                 | 24.6%                                   | 12.4%                                   | +12.2pt                 |
| <b>ソフトウェア (Software)</b>         | 26.6%                                   | 20.2%                                   | +6.4pt                  |
| <b>ハードウェア (Hardware)</b>         | 15.6%                                   | 15.1%                                   | +0.5pt                  |
| コンピュータ販売 (Sales of Computers)    | 11.9%                                   | 11.3%                                   | +0.6pt                  |
| コンピュータ賃貸収入 (Rental of Computers) | 62.3%                                   | 59.6%                                   | +2.6pt                  |
| <b>合計 (Total)</b>                | 24.5%                                   | 24.3%                                   | +0.2pt                  |

## 1-7. 区別別受注高 (Orders by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期      | 2017年3月期      | 前期比増減        |             |
|----------------------------------|---------------|---------------|--------------|-------------|
|                                  | FY March 2018 | FY March 2017 | YOY Change   |             |
|                                  | 4月-6月 (1Q)    | 4月-6月 (1Q)    | 額 (Amount)   | 率 (%)       |
| <b>サービス (Services)</b>           | 43,224        | 49,535        | 6,310        | 12.7%       |
| システムサービス (System Services)       | 18,873        | 21,989        | 3,116        | 14.2%       |
| サポートサービス (Support Services)      | 10,842        | 13,030        | 2,188        | 16.8%       |
| アウトソーシング (Outsourcing)           | 11,720        | 12,948        | 1,227        | 9.5%        |
| その他サービス (Others)                 | 1,788         | 1,567         | +221         | +14.1%      |
| <b>ソフトウェア (Software)</b>         | 5,388         | 4,378         | +1,009       | +23.1%      |
| <b>ハードウェア (Hardware)</b>         | 8,919         | 8,125         | +793         | +9.8%       |
| コンピュータ販売 (Sales of Computers)    | 8,768         | 7,999         | +769         | +9.6%       |
| コンピュータ賃貸収入 (Rental of Computers) | 150           | 126           | +23          | +19.0%      |
| <b>合計 (Total)</b>                | <b>57,532</b> | <b>62,039</b> | <b>4,506</b> | <b>7.3%</b> |

## 1-8. 区別別受注残高 (Backlog by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期        | 2017年3月期        | 前期比増減        |             |
|----------------------------------|-----------------|-----------------|--------------|-------------|
|                                  | FY March 2018   | FY March 2017   | YOY Change   |             |
|                                  | 6月末 (End of 1Q) | 6月末 (End of 1Q) | 額 (Amount)   | 率 (%)       |
| <b>サービス (Services)</b>           | 196,043         | 198,584         | 2,540        | 1.3%        |
| システムサービス (System Services)       | 23,116          | 25,921          | 2,805        | 10.8%       |
| サポートサービス (Support Services)      | 43,313          | 44,956          | 1,643        | 3.7%        |
| アウトソーシング (Outsourcing)           | 126,947         | 124,380         | +2,567       | +2.1%       |
| その他サービス (Others)                 | 2,666           | 3,326           | 659          | 19.8%       |
| <b>ソフトウェア (Software)</b>         | 9,582           | 11,873          | 2,290        | 19.3%       |
| <b>ハードウェア (Hardware)</b>         | 6,499           | 7,033           | 533          | 7.6%        |
| コンピュータ販売 (Sales of Computers)    | 4,367           | 4,863           | 496          | 10.2%       |
| コンピュータ賃貸収入 (Rental of Computers) | 2,131           | 2,169           | 37           | 1.7%        |
| <b>合計 (Total)</b>                | <b>212,125</b>  | <b>217,491</b>  | <b>5,365</b> | <b>2.5%</b> |

## 1-9. 設備投資および減価償却額 (Capital Expenditures, Depreciation and Amortization)

(百万円 Millions of Yen)

|  | 2018年3月期      | 2017年3月期      | 前期比増減      |  |
|--|---------------|---------------|------------|--|
|  | FY March 2018 | FY March 2017 | YOY Change |  |
|  | 4月-6月 (1Q)    | 4月-6月 (1Q)    | 額 (Amount) |  |
| <b>設備投資額 (Capital Expenditures)</b>          | 2,691         | 3,372         | 680        |  |
| 有形固定資産 (Property, Plant and Equipment)       | 919           | 1,227         | 308        |  |
| 機械装置 (Machinery and Equipment)               | 580           | 313           | +267       |  |
| その他 (Others)                                 | 338           | 914           | 576        |  |
| 無形固定資産 (Intangible Assets)                   | 1,772         | 2,144         | 372        |  |
| ソフトウェア (Software)                            | 1,772         | 1,496         | +275       |  |
| その他 (Others)                                 | -             | 648           | 648        |  |
| <b>減価償却費 (Depreciation and Amortization)</b> | 2,545         | 2,275         | +270       |  |
| 有形固定資産 (Property, Plant and Equipment)       | 1,125         | 986           | +138       |  |
| 機械装置 (Machinery and Equipment)               | 817           | 689           | +128       |  |
| その他 (Others)                                 | 307           | 297           | +9         |  |
| 無形固定資産 (Intangible Assets)                   | 1,420         | 1,288         | +131       |  |
| ソフトウェア (Software)                            | 1,383         | 1,214         | +169       |  |
| その他 (Others)                                 | 37            | 74            | 37         |  |

## 1-10. 連結キャッシュ・フロー (Consolidated Cash Flows)

(百万円 Millions of Yen)

|  | 2018年3月期      | 2017年3月期      | 前期比増減        |  |
|--|---------------|---------------|--------------|--|
|  | FY March 2018 | FY March 2017 | YOY Change   |  |
|  | 4月-6月 (1Q)    | 4月-6月 (1Q)    | 額 (Amount)   |  |
| 営業活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Operating Activities) | 9,553         | 13,206        | 3,653        |  |
| 投資活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Investing Activities) | 3,449         | 2,520         | 928          |  |
| <b>フリー・キャッシュ・フロー (Free Cash Flows)</b>                                 | <b>6,104</b>  | <b>10,686</b> | <b>4,581</b> |  |
| 財務活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Financing Activities) | 5,802         | 1,227         | 4,574        |  |
| 現金同等物の増減額 (Net increase (decrease) in cash and cash equivalents)       | 302           | 9,458         | 9,156        |  |
| 現金及び現金同等物の期末残高 (Cash and Cash Equivalents at End of Period)            | 18,126        | 25,023        | 6,897        |  |

## 1-11. 連結貸借対照表 (Consolidated Balance Sheet)

(百万円 Millions of Yen)

|  | 2018年3月期<br>FY March 2018<br>6月末 (End of 1Q) | 2017年3月期<br>FY March 2017<br>期末 (End of FY) | 前期末比増減<br>vs End of FY March 2016<br>額 (Amount) |
|--|--|---|---|
| <b>資産の部 (Assets)</b>                                       |  |   |   |
| 流動資産 (Current Assets)                                      | 101,963                                      | 118,255                                     | 16,291  |
| 現金及び預金 (Cash and Deposits)                                 | 18,126                                       | 17,823                                      | +302  |
| 受取手形及び売掛金 (Notes and Accounts Receivable-Trade)            | 48,222                                       | 70,275                                      | 22,053  |
| 商品及び製品 (Merchandise and Finished Goods)                    | 7,670  | 5,708                                       | +1,962  |
| 仕掛品 (Work in Process)                                      | 4,316  | 1,684                                       | +2,632  |
| その他 (Others)   | 23,627                                       | 22,762                                      | +864  |
| 固定資産 (Non-Current Assets)                                  | 76,398                                       | 74,439                                      | +1,959  |
| 有形固定資産 (Property, Plant and Equipment)                     | 16,297                                       | 16,519                                      | 222   |
| 無形固定資産 (Intangible Assets)                                 | 23,001                                       | 22,739                                      | +261  |
| 投資その他の資産 (Investments and Other Assets)                    | 37,099                                       | 35,179                                      | +1,920  |
| <b>資産合計 (Total Assets)</b>                                 | <b>178,362</b>                               | <b>192,694</b>                              | <b>14,331</b>                                   |
| <b>負債の部 (Liabilities)</b>                                  |  |   |   |
| 流動負債 (Current Liabilities)                                 | 61,709                                       | 76,448                                      | 14,739  |
| 支払手形及び買掛金 (Notes and Accounts Payable-Trade)               | 14,775                                       | 22,609                                      | 7,834   |
| 1年内返済予定の長期借入金 (Current Portion of Long-Term Loans Payable) | 11,082                                       | 11,007                                      | +75   |
| コマーシャル・ペーパー (Commercial papers)                            | 2,000  | 6,000                                       | 4,000   |
| その他 (Others)   | 33,851                                       | 36,831                                      | 2,980   |
| 固定負債 (Non-Current Liabilities)                             | 23,999                                       | 25,473                                      | 1,473   |
| 長期借入金 (Long-Term Loans Payable)                            | 19,338                                       | 20,282                                      | 944   |
| その他 (Others)   | 4,661  | 5,190                                       | 529   |
| <b>負債合計 (Total Liabilities)</b>                            | <b>85,708</b>                                | <b>101,921</b>                              | <b>16,213</b>                                   |
| <b>純資産の部 (Net Assets)</b>                                  |  |   |   |
| 株主資本 (Shareholders' Equity)                                | 85,840                                       | 86,096                                      | 255   |
| その他の包括利益累計額 (Accumulated Other Comprehensive Income)       | 5,327  | 3,821                                       | +1,506  |
| 新株予約権 (Subscription Rights to Shares)                      | 292  | 294   | 1   |
| 非支配株主持分 (Non-controlling interests)                        | 1,192  | 560   | +632  |
| <b>純資産合計 (Total Net Assets)</b>                            | <b>92,653</b>                                | <b>90,772</b>                               | <b>+1,881</b>                                   |
| <b>負債純資産合計 (Total Liabilities and Net Assets)</b>          | <b>178,362</b>                               | <b>192,694</b>                              | <b>14,331</b>                                   |
| * 自己資本 (Equity)  | 91,168                                       | 89,918                                      | +1,250  |

## 1-12. 財務指標他 (Financial Index and Others)

(百万円 Millions of Yen)

|  | 2018年3月期<br>FY March 2018<br>6月末 (End of 1Q) | 2017年3月期<br>FY March 2017<br>期末 (End of FY) | 前期末比増減<br>vs End of FY March 2016<br>額 (Amount) |
|--|--|---|---|
| 有利子負債 (Interest-Bearing Debts)   | 34,142                                       | 38,826                                      | 4,684   |
| 純有利子負債 (Net Interest-Bearing Debts)  | 16,016                                       | 21,003                                      | 4,987   |
| デット・エクイティ・レシオ (倍) (Debt/Equity Ratio (Times))                                  | 0.37   | 0.43  | 0.06  |
| ネット・デット・エクイティ・レシオ (倍) (Net Debt/Equity Ratio (Times))                          | 0.18   | 0.23  | 0.06  |
| 自己資本比率 (Equity Ratio)  | 51.1%  | 46.7%                                       | +4.5pt  |
| 1株当たり純資産 (円) (Net Assets Per Share (Yen))                                      | 908.85                                       | 896.39                                      | +12.47  |
| 発行済株式数 [自己株式除く] (株) (Number of Shares Outstanding (Excluding Treasury Stocks)) | 100,311,438                                  | 100,311,648                                 | 210   |
| 連結従業員数 (人) (Number of Employees)   | 8,000  | 7,988                                       | +12   |

## 2. 上期予想 (First Half Forecast)

## 2-1. 連結損益計算書 (Consolidated Statements of Income)

(百万円 Millions of Yen)

|   | 2018年3月期 予想<br>FY March 2018 (F)<br>4-9月 (1st Half) | 2017年3月期<br>FY March 2017<br>4-9月 (1st Half) | 前期比増減<br>YOY Change |        |
|---|---|--|---------------------|--------|
|   |   |  | 額 (Amount)          | 率 (%)  |
| 売上高 (Net Sales)   | 130,000   | 127,449                                      | +2,550              | +2.0%  |
| 売上原価 (Cost of Sales)  | 98,500  | 96,663                                       | +1,836              | +1.9%  |
| 売上総利益 (Gross Profit)  | 31,500  | 30,786                                       | +713                | +2.3%  |
| 販売費及び一般管理費 (SG&A Expenses)                                    | 26,000  | 25,805                                       | +194                | +0.8%  |
| 営業利益 (Operating Income)                                       | 5,500   | 4,981  | +518                | +10.4% |
| 営業外損益 (Non-Operating Income and Expenses)                     | -   | 21   | 21                  | -      |
| 経常利益 (Ordinary Income)  | 5,500   | 5,002  | +497                | +9.9%  |
| 特別損益 (Extraordinary Income and Losses)                        | -   | 98   | 98                  | -      |
| 税金等調整前四半期純利益 (Profit before income taxes)                     | 5,500   | 5,101  | +398                | +7.8%  |
| 法人税等 (Income Taxes and Others)                                | 1,800   | 1,589  | +210                | +13.2% |
| 親会社株主に帰属する四半期純利益<br>(Profit attributable to owners of parent) | 3,700   | 3,511  | +188                | +5.4%  |

## 2-2. マーケット別売上高 (Net Sales by Market)

(億円 100 Millions of Yen)

|   | 2018年3月期 予想<br>FY March 2018 (F)<br>4-9月 (1st Half) | 2017年3月期<br>FY March 2017<br>4-9月 (1st Half) | 前期比増減<br>YOY Change |       |
|---|---|--|---------------------|-------|
|   |   |  | 額 (Amount)          | 率 (%) |
| 金融機関 (Financial Institutions)           | 356   | 334  | +22                 | +6.7% |
| 官公庁 (Public/Government)                 | 50  | 50   | 0                   | 0.3%  |
| 製造 (Manufacturing)                      | 220   | 220  | +0                  | +0.1% |
| 商業・流通 (Commerce)                        | 159   | 159  | +0                  | +0.1% |
| 電力・サービス・その他 (Utilities/Services/Others) | 515   | 512  | +3                  | +0.6% |
| 合計 (Total)                              | 1,300   | 1,274  | +26                 | +2.0% |

## 2-3. 区分別売上高 (Net Sales by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期 予想<br>FY March 2018 (F)<br>4-9月 (1st Half) | 2017年3月期<br>FY March 2017<br>4-9月 (1st Half) | 前期比増減<br>YOY Change |        |
|----------------------------------|---|--|---------------------|--------|
|                                  |   |  | 額 (Amount)          | 率 (%)  |
| サービス (Services)                  | 93,200  | 92,667                                       | +532                | +0.6%  |
| システムサービス (System Services)       | 39,800  | 40,339                                       | 539                 | 1.3%   |
| サポートサービス (Support Services)      | 26,100  | 26,552                                       | 452                 | 1.7%   |
| アウトソーシング (Outsourcing)           | 22,900  | 21,353                                       | +1,546              | +7.2%  |
| その他サービス (Others)                 | 4,400   | 4,422  | 22                  | 0.5%   |
| ソフトウェア (Software)                | 14,400  | 13,026                                       | +1,373              | +10.5% |
| ハードウェア (Hardware)                | 22,400  | 21,755                                       | +644                | +3.0%  |
| コンピュータ販売 (Sales of Computers)    | 21,200  | 20,566                                       | +633                | +3.1%  |
| コンピュータ賃貸収入 (Rental of Computers) | 1,200   | 1,188  | +11                 | +0.9%  |
| 合計 (Total)                       | 130,000   | 127,449                                      | +2,550              | +2.0%  |

## 3. 通期予想 (Full-Year Forecast)

## 3-1. 連結損益計算書 (Consolidated Statements of Income)

(百万円 Millions of Yen)

|   | 2018年3月期 予想<br>FY March 2018 (F)<br>通期 (Full Year) | 2017年3月期<br>FY March 2017<br>通期 (Full Year) | 前期比増減<br>YOY Change |        |
|---|--|---|---------------------|--------|
|   |  |   | 額 (Amount)          | 率 (%)  |
| 売上高 (Net Sales)   | 290,000  | 282,249                                     | +7,750              | +2.7%  |
| 売上原価 (Cost of Sales)                                      | 220,000  | 215,521                                     | +4,478              | +2.1%  |
| 売上総利益 (Gross Profit)                                      | 70,000   | 66,727                                      | +3,272              | +4.9%  |
| 販売費及び一般管理費 (SG&A Expenses)                                | 54,000   | 52,413                                      | +1,586              | +3.0%  |
| 営業利益 (Operating Income)                                   | 16,000   | 14,314                                      | +1,685              | +11.8% |
| 営業外損益 (Non-Operating Income and Expenses)                 | 200  | 462   | +262                | -      |
| 経常利益 (Ordinary Income)                                    | 15,800   | 13,852                                      | +1,947              | +14.1% |
| 特別損益 (Extraordinary Income and Losses)                    | -  | 299   | +299                | -      |
| 税金等調整前当期純利益 (Profit before income taxes)                  | 15,800   | 13,553                                      | +2,246              | +16.6% |
| 法人税等 (Income Taxes and Others)                            | 4,800  | 3,291                                       | +1,508              | +45.8% |
| 親会社株主に帰属する当期純利益 (Profit attributable to owners of parent) | 11,000   | 10,261                                      | +738                | +7.2%  |

## 3-2. マーケット別売上高 (Net Sales by Market)

(億円 100 Millions of Yen)

|   | 2018年3月期 予想<br>FY March 2018 (F)<br>通期 (Full Year) | 2017年3月期<br>FY March 2017<br>通期 (Full Year) | 前期比増減<br>YOY Change |       |
|---|--|---|---------------------|-------|
|   |  |   | 額 (Amount)          | 率 (%) |
| 金融機関 (Financial Institutions)           | 765  | 736   | +29                 | +4.0% |
| 官公庁 (Public/Government)                 | 130  | 138   | 8                   | 5.6%  |
| 製造 (Manufacturing)                      | 475  | 462   | +13                 | +2.8% |
| 商業・流通 (Commerce)                        | 350  | 341   | +9                  | +2.7% |
| 電力・サービス・その他 (Utilities/Services/Others) | 1,180  | 1,146                                       | +34                 | +2.9% |
| 合計 (Total)                              | 2,900  | 2,822                                       | +78                 | +2.7% |

## 3-3. 区分別売上高 (Net Sales by Service and Product)

(百万円 Millions of Yen)

|                                  | 2018年3月期 予想<br>FY March 2018 (F)<br>通期 (Full Year) | 2017年3月期<br>FY March 2017<br>通期 (Full Year) | 前期比増減<br>YOY Change |       |
|----------------------------------|--|---|---------------------|-------|
|                                  |  |   | 額 (Amount)          | 率 (%) |
| サービス (Services)                  | 203,400  | 198,416                                     | +4,983              | +2.5% |
| システムサービス (System Services)       | 91,000   | 89,607                                      | +1,392              | +1.6% |
| サポートサービス (Support Services)      | 54,100   | 54,074                                      | +25                 | +0.0% |
| アウトソーシング (Outsourcing)           | 49,300   | 45,926                                      | +3,373              | +7.3% |
| その他サービス (Others)                 | 9,000  | 8,807                                       | +192                | +2.2% |
| ソフトウェア (Software)                | 30,800   | 29,733                                      | +1,066              | +3.6% |
| ハードウェア (Hardware)                | 55,800   | 54,099                                      | +1,700              | +3.1% |
| コンピュータ販売 (Sales of Computers)    | 53,500   | 51,752                                      | +1,747              | +3.4% |
| コンピュータ賃貸収入 (Rental of Computers) | 2,300  | 2,347                                       | 47                  | 2.0%  |
| 合計 (Total)                       | 290,000  | 282,249                                     | +7,750              | +2.7% |

## 4. 四半期情報 (Quarterly Financial Information)

## 4-1. 連結損益計算書 (Consolidated Statements of Income)

(百万円 Millions of Yen)

|   | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|---|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|   | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| 売上高 (Net Sales)   | 56,143                    | 71,306        | 60,734        | 94,065        | 56,147                    |               |               |               |
| 増減率 (YOY Change)  | +7.0%                     | 6.0%          | +0.3%         | +5.5%         | +0.0%                     |               |               |               |
| 売上総利益 (Gross Profit)  | 13,642                    | 17,144        | 14,648        | 21,292        | 13,758                    |               |               |               |
| 増減率 (YOY Change)  | +8.7%                     | +0.2%         | 3.0%          | +7.3%         | +0.9%                     |               |               |               |
| 販売費及び一般管理費 (SG&A Expenses)                                    | 12,397                    | 13,407        | 12,165        | 14,442        | 12,324                    |               |               |               |
| 増減率 (YOY Change)  | +5.0%                     | 1.2%          | +3.3%         | 3.3%          | 0.6%                      |               |               |               |
| 営業利益 (Operating Income)                                       | 1,244                     | 3,736         | 2,483         | 6,850         | 1,434                     |               |               |               |
| 増減率 (YOY Change)  | +68.3%                    | +5.4%         | 25.5%         | +39.5%        | +15.2%                    |               |               |               |
| 経常利益 (Ordinary Income)  | 1,386                     | 3,616         | 2,275         | 6,574         | 1,738                     |               |               |               |
| 増減率 (YOY Change)  | +7.9%                     | +48.2%        | 33.7%         | +31.5%        | +25.4%                    |               |               |               |
| 税金等調整前四半期純利益<br>(Profit before income taxes)                  | 1,326                     | 3,774         | 2,262         | 6,189         | 1,827                     |               |               |               |
| 増減率 (YOY Change)  | +0.1%                     | +22.1%        | 20.5%         | +38.9%        | +37.8%                    |               |               |               |
| 親会社株主に帰属する四半期純利益<br>(Profit attributable to owners of parent) | 904                       | 2,607         | 1,633         | 5,116         | 1,339                     |               |               |               |
| 増減率 (YOY Change)  | +5.8%                     | +58.9%        | 18.0%         | +15.4%        | +48.2%                    |               |               |               |

## 4-2. マーケット別売上高 (Net Sales by Market)

(億円 100 Millions of Yen)

|   | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|---|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|   | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| 金融機関 (Financial Institutions)           | 154                       | 179           | 168           | 235           | 170                       |               |               |               |
| 増減率 (YOY Change)                        | +7.1%                     | 0.8%          | +3.8%         | +18.6%        | +9.9%                     |               |               |               |
| 官公庁 (Public/Government)                 | 21                        | 29            | 28            | 60            | 22                        |               |               |               |
| 増減率 (YOY Change)                        | 23.3%                     | 31.9%         | 18.6%         | +8.8%         | +3.4%                     |               |               |               |
| 製造 (Manufacturing)                      | 94                        | 125           | 97            | 145           | 92                        |               |               |               |
| 増減率 (YOY Change)                        | +7.1%                     | 5.9%          | 1.1%          | 10.1%         | 2.9%                      |               |               |               |
| 商業・流通 (Commerce)                        | 72                        | 87            | 75            | 107           | 71                        |               |               |               |
| 増減率 (YOY Change)                        | +8.3%                     | 21.2%         | 9.8%          | +6.4%         | 1.7%                      |               |               |               |
| 電力・サービス・その他 (Utilities/Services/Others) | 219                       | 293           | 240           | 394           | 207                       |               |               |               |
| 増減率 (YOY Change)                        | +10.8%                    | +0.2%         | +4.8%         | +4.6%         | 5.5%                      |               |               |               |
| 合計 (Total)                              | 561                       | 713           | 607           | 941           | 561                       |               |               |               |
| 増減率 (YOY Change)                        | +7.0%                     | 6.0%          | +0.3%         | +5.5%         | +0.0%                     |               |               |               |

注) 増減率は前年同期比

Note) "YOY Change" is the change from the same period of previous fiscal year.



## 4-3. プロダクト別売上高 (Net Sales by Product)

(億円 100 Millions of Yen)

|   | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|---|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|   | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| ソフトウェア (Software)                       | 49                        | 81            | 56            | 111           | 61                        |               |               |               |
| 増減率 (YOY Change)                        | +11.9%                    | 17.7%         | +10.0%        | +4.1%         | +24.9%                    |               |               |               |
| メインフレーム系 (For Mainframes)               | 11                        | 11            | 9             | 11            | 19                        |               |               |               |
| 増減率 (YOY Change)                        | +7.0%                     | 30.0%         | 16.2%         | 38.8%         | +76.2%                    |               |               |               |
| オープン系 (For Open Products)               | 38                        | 71            | 47            | 100           | 43                        |               |               |               |
| 増減率 (YOY Change)                        | +13.4%                    | 15.5%         | +17.3%        | +12.6%        | +10.8%                    |               |               |               |
| ハードウェア (Hardware)                       | 77                        | 141           | 96            | 227           | 78                        |               |               |               |
| 増減率 (YOY Change)                        | +6.6%                     | 14.5%         | 8.8%          | +15.6%        | +1.9%                     |               |               |               |
| メインフレーム (Mainframes)                    | 4                         | 7             | 4             | 9             | 4                         |               |               |               |
| 増減率 (YOY Change)                        | 22.2%                     | +5.5%         | 28.4%         | +34.1%        | 19.8%                     |               |               |               |
| オープン他 (Open Products and Others)        | 72                        | 134           | 92            | 218           | 74                        |               |               |               |
| 増減率 (YOY Change)                        | +9.1%                     | 15.3%         | 7.7%          | +14.9%        | +3.2%                     |               |               |               |
| メインフレーム計 (Mainframes Total)             | 15                        | 17            | 13            | 19            | 22                        |               |               |               |
| 増減率 (YOY Change)                        | 3.5%                      | 19.5%         | 20.3%         | 19.3%         | +48.1%                    |               |               |               |
| オープン他計 (Open Products and Others Total) | 111                       | 205           | 139           | 319           | 117                       |               |               |               |
| 増減率 (YOY Change)                        | +10.5%                    | 15.3%         | 0.6%          | +14.2%        | +5.9%                     |               |               |               |
| 合計 (Total)                              | 126                       | 222           | 152           | 338           | 139                       |               |               |               |
| 増減率 (YOY Change)                        | +8.6%                     | 15.7%         | 2.7%          | +11.5%        | +10.9%                    |               |               |               |

## 4-4. 区分別売上高 (Net Sales by Service and Product)

(百万円 Millions of Yen)

|                                  | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|----------------------------------|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|                                  | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| サービス (Services)                  | 43,581                    | 49,086        | 45,516        | 60,232        | 42,215                    |               |               |               |
| 増減率 (YOY Change)                 | +6.6%                     | 0.9%          | +1.3%         | +2.4%         | 3.1%                      |               |               |               |
| システムサービス (System Services)       | 18,145                    | 22,194        | 19,612        | 29,656        | 16,924                    |               |               |               |
| 増減率 (YOY Change)                 | +11.7%                    | 5.3%          | 0.0%          | 2.9%          | 6.7%                      |               |               |               |
| サポートサービス (Support Services)      | 12,894                    | 13,658        | 12,976        | 14,545        | 12,377                    |               |               |               |
| 増減率 (YOY Change)                 | 1.2%                      | 2.6%          | 3.1%          | 2.4%          | 4.0%                      |               |               |               |
| アウトソーシング (Outsourcing)           | 10,522                    | 10,830        | 10,938        | 13,634        | 11,001                    |               |               |               |
| 増減率 (YOY Change)                 | +9.2%                     | +10.0%        | +10.2%        | +23.0%        | +4.6%                     |               |               |               |
| その他サービス (Others)                 | 2,018                     | 2,403         | 1,988         | 2,396         | 1,911                     |               |               |               |
| 増減率 (YOY Change)                 | +3.8%                     | +8.5%         | 1.5%          | +4.4%         | 5.3%                      |               |               |               |
| ソフトウェア (Software)                | 4,910                     | 8,115         | 5,588         | 11,118        | 6,134                     |               |               |               |
| 増減率 (YOY Change)                 | +11.9%                    | 17.7%         | +10.0%        | +4.1%         | +24.9%                    |               |               |               |
| ハードウェア (Hardware)                | 7,651                     | 14,104        | 9,628         | 22,714        | 7,797                     |               |               |               |
| 増減率 (YOY Change)                 | +6.6%                     | 14.5%         | 8.8%          | +15.6%        | +1.9%                     |               |               |               |
| コンピュータ販売 (Sales of Computers)    | 7,045                     | 13,520        | 9,050         | 22,135        | 7,217                     |               |               |               |
| 増減率 (YOY Change)                 | +9.4%                     | 14.1%         | 8.5%          | +16.4%        | +2.4%                     |               |               |               |
| コンピュータ賃貸収入 (Rental of Computers) | 605                       | 583           | 578           | 579           | 580                       |               |               |               |
| 増減率 (YOY Change)                 | 17.9%                     | 22.0%         | 13.3%         | 8.4%          | 4.2%                      |               |               |               |
| 合計 (Total)                       | 56,143                    | 71,306        | 60,734        | 94,065        | 56,147                    |               |               |               |
| 増減率 (YOY Change)                 | +7.0%                     | 6.0%          | +0.3%         | +5.5%         | +0.0%                     |               |               |               |

4-5. 区分別売上総利益 (Gross Profit by Service and Product)

(百万円 Millions of Yen)

|                                  | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|----------------------------------|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|                                  | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| <b>サービス (Services)</b>           | 11,495                    | 12,517        | 12,302        | 14,940        | 10,908                    |               |               |               |
| 増減率 (YOY Change)                 | +8.6%                     | +0.5%         | 0.5%          | +3.3%         | 5.1%                      |               |               |               |
| システムサービス (System Services)       | 5,224                     | 5,761         | 5,236         | 7,268         | 4,698                     |               |               |               |
| 増減率 (YOY Change)                 | +17.8%                    | 0.2%          | 12.2%         | 5.2%          | 10.1%                     |               |               |               |
| サポートサービス (Support Services)      | 3,617                     | 3,784         | 3,873         | 3,740         | 3,468                     |               |               |               |
| 増減率 (YOY Change)                 | 0.1%                      | 1.9%          | +4.0%         | +2.5%         | 4.1%                      |               |               |               |
| アウトソーシング (Outsourcing)           | 2,403                     | 2,304         | 2,578         | 3,346         | 2,271                     |               |               |               |
| 増減率 (YOY Change)                 | +17.4%                    | +8.9%         | +19.9%        | +34.8%        | 5.5%                      |               |               |               |
| その他サービス (Others)                 | 250                       | 667           | 613           | 585           | 469                       |               |               |               |
| 増減率 (YOY Change)                 | 48.5%                     | 5.8%          | +15.2%        | 11.8%         | +87.8%                    |               |               |               |
| <b>ソフトウェア (Software)</b>         | 991                       | 2,252         | 927           | 2,852         | 1,630                     |               |               |               |
| 増減率 (YOY Change)                 | +16.1%                    | 4.9%          | 16.3%         | 5.7%          | +64.5%                    |               |               |               |
| <b>ハードウェア (Hardware)</b>         | 1,155                     | 2,373         | 1,418         | 3,499         | 1,219                     |               |               |               |
| 増減率 (YOY Change)                 | +4.1%                     | +3.6%         | 12.8%         | +48.7%        | +5.5%                     |               |               |               |
| コンピュータ販売 (Sales of Computers)    | 794                       | 2,029         | 1,067         | 3,141         | 858                       |               |               |               |
| 増減率 (YOY Change)                 | +29.4%                    | +12.8%        | 12.5%         | +58.7%        | +8.1%                     |               |               |               |
| コンピュータ賃貸収入 (Rental of Computers) | 361                       | 344           | 350           | 358           | 361                       |               |               |               |
| 増減率 (YOY Change)                 | 27.2%                     | 30.1%         | 13.7%         | 4.3%          | +0.0%                     |               |               |               |
| <b>合計 (Total)</b>                | 13,642                    | 17,144        | 14,648        | 21,292        | 13,758                    |               |               |               |
| 増減率 (YOY Change)                 | +8.7%                     | +0.2%         | 3.0%          | +7.3%         | +0.9%                     |               |               |               |

4-6. 区分別売上総利益率 (Gross Margin by Service and Product)

|                                  | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|----------------------------------|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|                                  | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| <b>サービス (Services)</b>           | 26.4%                     | 25.5%         | 27.0%         | 24.8%         | 25.8%                     |               |               |               |
| 増減率 (YOY Change)                 | +0.5pt                    | +0.4pt        | 0.5pt         | +0.2pt        | 0.5pt                     |               |               |               |
| システムサービス (System Services)       | 28.8%                     | 26.0%         | 26.7%         | 24.5%         | 27.8%                     |               |               |               |
| 増減率 (YOY Change)                 | +1.5pt                    | +1.3pt        | 3.7pt         | 0.6pt         | 1.0pt                     |               |               |               |
| サポートサービス (Support Services)      | 28.1%                     | 27.7%         | 29.9%         | 25.7%         | 28.0%                     |               |               |               |
| 増減率 (YOY Change)                 | +0.3pt                    | +0.2pt        | +2.0pt        | +1.2pt        | 0.0pt                     |               |               |               |
| アウトソーシング (Outsourcing)           | 22.8%                     | 21.3%         | 23.6%         | 24.5%         | 20.6%                     |               |               |               |
| 増減率 (YOY Change)                 | +1.6pt                    | 0.2pt         | +1.9pt        | +2.2pt        | 2.2pt                     |               |               |               |
| その他サービス (Others)                 | 12.4%                     | 27.8%         | 30.9%         | 24.4%         | 24.6%                     |               |               |               |
| 増減率 (YOY Change)                 | 12.6pt                    | 4.2pt         | +4.5pt        | 4.5pt         | +12.2pt                   |               |               |               |
| <b>ソフトウェア (Software)</b>         | 20.2%                     | 27.8%         | 16.6%         | 25.7%         | 26.6%                     |               |               |               |
| 増減率 (YOY Change)                 | +0.7pt                    | +3.7pt        | 5.2pt         | 2.7pt         | +6.4pt                    |               |               |               |
| <b>ハードウェア (Hardware)</b>         | 15.1%                     | 16.8%         | 14.7%         | 15.4%         | 15.6%                     |               |               |               |
| 増減率 (YOY Change)                 | 0.4pt                     | +2.9pt        | 0.7pt         | +3.4pt        | +0.5pt                    |               |               |               |
| コンピュータ販売 (Sales of Computers)    | 11.3%                     | 15.0%         | 11.8%         | 14.2%         | 11.9%                     |               |               |               |
| 増減率 (YOY Change)                 | +1.7pt                    | +3.6pt        | 0.5pt         | +3.8pt        | +0.6pt                    |               |               |               |
| コンピュータ賃貸収入 (Rental of Computers) | 59.6%                     | 59.0%         | 60.6%         | 61.8%         | 62.3%                     |               |               |               |
| 増減率 (YOY Change)                 | 7.6pt                     | 6.8pt         | 0.3pt         | +2.7pt        | +2.6pt                    |               |               |               |
| <b>合計 (Total)</b>                | 24.3%                     | 24.0%         | 24.1%         | 22.6%         | 24.5%                     |               |               |               |
| 増減率 (YOY Change)                 | +0.4pt                    | +1.5pt        | 0.8pt         | +0.4pt        | +0.2pt                    |               |               |               |

## 4-7. 区別受注高 (Orders by Service and Product)

(百万円 Millions of Yen)

|                                  | 2017年3月期<br>FY March 2017 |               |               |               | 2018年3月期<br>FY March 2018 |               |               |               |
|----------------------------------|---------------------------|---------------|---------------|---------------|---------------------------|---------------|---------------|---------------|
|                                  | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) | 第1四半期<br>(1Q)             | 第2四半期<br>(2Q) | 第3四半期<br>(3Q) | 第4四半期<br>(4Q) |
| <b>サービス (Services)</b>           | 49,535                    | 49,931        | 39,167        | 62,187        | 43,224                    |               |               |               |
| 増減率 (YOY Change)                 | +19.4%                    | 6.7%          | +9.2%         | 6.5%          | 12.7%                     |               |               |               |
| システムサービス (System Services)       | 21,989                    | 23,125        | 18,292        | 25,290        | 18,873                    |               |               |               |
| 増減率 (YOY Change)                 | +9.3%                     | 16.6%         | +3.0%         | 0.2%          | 14.2%                     |               |               |               |
| サポートサービス (Support Services)      | 13,030                    | 11,109        | 10,437        | 19,526        | 10,842                    |               |               |               |
| 増減率 (YOY Change)                 | +8.8%                     | 8.2%          | +0.8%         | 3.9%          | 16.8%                     |               |               |               |
| アウトソーシング (Outsourcing)           | 12,948                    | 13,600        | 8,552         | 15,099        | 11,720                    |               |               |               |
| 増減率 (YOY Change)                 | +80.5%                    | +18.9%        | +53.3%        | 20.5%         | 9.5%                      |               |               |               |
| その他サービス (Others)                 | 1,567                     | 2,096         | 1,885         | 2,270         | 1,788                     |               |               |               |
| 増減率 (YOY Change)                 | 29.0%                     | 7.3%          | 13.7%         | +24.7%        | +14.1%                    |               |               |               |
| <b>ソフトウェア (Software)</b>         | 4,378                     | 6,609         | 5,845         | 10,822        | 5,388                     |               |               |               |
| 増減率 (YOY Change)                 | +32.1%                    | 32.6%         | +5.4%         | +13.4%        | +23.1%                    |               |               |               |
| <b>ハードウェア (Hardware)</b>         | 8,125                     | 14,138        | 13,540        | 17,113        | 8,919                     |               |               |               |
| 増減率 (YOY Change)                 | +6.4%                     | 15.5%         | +15.4%        | 3.4%          | +9.8%                     |               |               |               |
| コンピュータ販売 (Sales of Computers)    | 7,999                     | 14,043        | 12,486        | 16,128        | 8,768                     |               |               |               |
| 増減率 (YOY Change)                 | +6.3%                     | 13.9%         | +16.4%        | 5.0%          | +9.6%                     |               |               |               |
| コンピュータ賃貸収入 (Rental of Computers) | 126                       | 94            | 1,054         | 984           | 150                       |               |               |               |
| 増減率 (YOY Change)                 | +15.4%                    | 78.0%         | +4.6%         | +32.0%        | +19.0%                    |               |               |               |
| <b>合計 (Total)</b>                | 62,039                    | 70,679        | 58,552        | 90,122        | 57,532                    |               |               |               |
| 増減率 (YOY Change)                 | +18.3%                    | 11.7%         | +10.2%        | 3.9%          | 7.3%                      |               |               |               |

## 4-8. 区別受注残高 (Backlog by Service and Product)

(百万円 Millions of Yen)

|                                  | 2017年3月期<br>FY March 2017 |                       |                       |                       | 2018年3月期<br>FY March 2018 |                       |                       |                       |
|----------------------------------|---------------------------|-----------------------|-----------------------|-----------------------|---------------------------|-----------------------|-----------------------|-----------------------|
|                                  | 第1四半期末<br>(End of 1Q)     | 第2四半期末<br>(End of 2Q) | 第3四半期末<br>(End of 3Q) | 第4四半期末<br>(End of 4Q) | 第1四半期末<br>(End of 1Q)     | 第2四半期末<br>(End of 2Q) | 第3四半期末<br>(End of 3Q) | 第4四半期末<br>(End of 4Q) |
| <b>サービス (Services)</b>           | 198,584                   | 199,429               | 193,079               | 195,034               | 196,043                   |                       |                       |                       |
| 増減率 (YOY Change)                 | +4.5%                     | +2.8%                 | +4.4%                 | +1.2%                 | 1.3%                      |                       |                       |                       |
| システムサービス (System Services)       | 25,921                    | 26,852                | 25,532                | 21,167                | 23,116                    |                       |                       |                       |
| 増減率 (YOY Change)                 | +4.5%                     | 7.8%                  | 6.3%                  | 4.1%                  | 10.8%                     |                       |                       |                       |
| サポートサービス (Support Services)      | 44,956                    | 42,407                | 39,868                | 44,849                | 43,313                    |                       |                       |                       |
| 増減率 (YOY Change)                 | +1.4%                     | 0.1%                  | +1.2%                 | +0.1%                 | 3.7%                      |                       |                       |                       |
| アウトソーシング (Outsourcing)           | 124,380                   | 127,149               | 124,763               | 126,228               | 126,947                   |                       |                       |                       |
| 増減率 (YOY Change)                 | +6.5%                     | +7.4%                 | +9.4%                 | +3.5%                 | +2.1%                     |                       |                       |                       |
| その他サービス (Others)                 | 3,326                     | 3,018                 | 2,915                 | 2,789                 | 2,666                     |                       |                       |                       |
| 増減率 (YOY Change)                 | 17.7%                     | 26.2%                 | 31.5%                 | 26.2%                 | 19.8%                     |                       |                       |                       |
| <b>ソフトウェア (Software)</b>         | 11,873                    | 10,367                | 10,624                | 10,328                | 9,582                     |                       |                       |                       |
| 増減率 (YOY Change)                 | 9.5%                      | 20.7%                 | 21.6%                 | 16.7%                 | 19.3%                     |                       |                       |                       |
| <b>ハードウェア (Hardware)</b>         | 7,033                     | 7,067                 | 10,978                | 5,377                 | 6,499                     |                       |                       |                       |
| 増減率 (YOY Change)                 | 0.4%                      | 3.4%                  | +29.3%                | 18.0%                 | 7.6%                      |                       |                       |                       |
| コンピュータ販売 (Sales of Computers)    | 4,863                     | 5,386                 | 8,822                 | 2,815                 | 4,367                     |                       |                       |                       |
| 増減率 (YOY Change)                 | +6.9%                     | +5.2%                 | +48.2%                | 28.0%                 | 10.2%                     |                       |                       |                       |
| コンピュータ賃貸収入 (Rental of Computers) | 2,169                     | 1,680                 | 2,156                 | 2,561                 | 2,131                     |                       |                       |                       |
| 増減率 (YOY Change)                 | 13.7%                     | 23.4%                 | 15.0%                 | 3.3%                  | 1.7%                      |                       |                       |                       |
| <b>合計 (Total)</b>                | 217,491                   | 216,863               | 214,682               | 210,739               | 212,125                   |                       |                       |                       |
| 増減率 (YOY Change)                 | +3.5%                     | +1.1%                 | +3.7%                 | 0.4%                  | 2.5%                      |                       |                       |                       |

\* 本資料における記載金額は百万円未満を切り捨てて表示しています。億円表示の場合は億円未満を四捨五入しています。

\* In this document, all amounts less than one million yen have been disregarded. Amounts showed in 100 million yen are rounded to the nearest 100 million yen.

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