Challenging Tomorrow's Changes

2012年3月期
連結決算補足資料

Consolidated Financial Summary
For the fiscal year ended March 31, 2012

(April 1, 2011 - March 31, 2012)

2012年4月27日
April 27, 2012

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）

	2008/3	2009/3	2010/3	2011/3	2012/3	2013/3(計画) 2012/9(予) (Projected)	2013/3(計画) 2013/3(予) (Projected)
売上高 Total Sales	319,289	307,254	290,391	283,068	297,748	137,000	315,000
対前年同期増減率 Y-Y Change (%)	+8.5%	−3.8%	−5.5%	−2.5%	+5.2%	+5.0%	+5.8%
ソリューション Solution	—	—	280,084	273,378	287,517	—	—
対売上高構成比 % of Total Sales	—	—	96.5%	96.6%	96.6%	—	—
対前年同期増減率 Y-Y Change (%)	—	—	—	−2.4%	+5.2%	—	—
サービス Service	—	—	10,307	9,690	10,231	—	—
対売上高構成比 % of Total Sales	—	—	3.5%	3.4%	3.4%	—	—
対前年同期増減率 Y-Y Change (%)	—	—	—	−6.0%	+5.6%	—	—
売上原価 Cost of Sales	238,869	226,970	213,544	208,193	218,132	100,500	231,500
対売上高構成比 % of Total Sales	74.8%	73.9%	73.5%	73.5%	73.3%	73.4%	73.5%
対前年同期増減率 Y-Y Change (%)	+7.1%	−5.0%	−5.9%	−2.5%	+4.8%	+5.6%	+6.1%
売上総利益 Gross Profit	80,420	80,284	76,847	74,875	79,615	36,500	83,500
対売上高構成比 % of Total Sales	25.2%	26.1%	26.5%	26.5%	26.7%	26.6%	26.5%
対前年同期増減率 Y-Y Change (%)	+12.7%	−0.2%	−4.3%	−2.6%	+6.3%	+3.4%	+4.9%
販売費及び一般管理費 SG&A Expenses	55,406	58,596	55,277	53,558	54,817	27,600	56,500
対売上高構成比 % of Total Sales	17.4%	19.0%	19.0%	18.9%	18.4%	20.1%	17.9%
対前年同期増減率 Y-Y Change (%)	+20.7%	+5.8%	−5.7%	−3.1%	+2.4%	+4.1%	+3.1%
営業利益 Operating Income	25,013	21,687	21,569	21,316	24,798	8,900	27,000
対売上高構成比 % of Total Sales	7.8%	7.1%	7.4%	7.5%	8.3%	6.5%	8.6%
対前年同期増減率 Y-Y Change (%)	−1.8%	−13.3%	−0.5%	−1.2%	+16.3%	+1.3%	+8.9%
ソリューション(消去前) Solution (before elimination)	—	—	24,090	22,941	25,309	—	—
サービス(消去前) Service (before elimination)	—	—	12,658	13,168	13,601	—	—
経常利益 Ordinary Income	26,054	22,026	21,627	21,574	24,954	8,900	27,000
対売上高構成比 % of Total Sales	8.2%	7.2%	7.4%	7.6%	8.4%	6.5%	8.6%
対前年同期増減率 Y-Y Change (%)	+0.6%	−15.5%	−1.8%	−0.2%	+15.7%	+0.7%	+8.2%
税金等調整前当期純利益 Income before Income Taxes	25,281	21,509	21,196	20,404	24,336	—	—
対売上高構成比 % of Total Sales	7.9%	7.0%	7.3%	7.2%	8.2%	—	—
対前年同期増減率 Y-Y Change (%)	+5.5%	−14.9%	−1.5%	−3.7%	+19.3%	—	—
当期純利益 Net Income	15,419	12,936	12,461	11,451	13,327	5,100	16,000
対売上高構成比 % of Total Sales	4.8%	4.2%	4.3%	4.0%	4.5%	3.7%	5.1%
対前年同期増減率 Y-Y Change (%)	+9.8%	−16.1%	−3.7%	−8.1%	+16.4%	+3.4%	+20.1%

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

（単位:百万円 Millions of yen）

	2008/3	2009/3	2010/3	2011/3	2012/3	2013/3(計画) 2012/9(予) (Projected)	2013/3(計画) 2013/3(予) (Projected)
受注高 Orders Received	345,873	316,751	285,101	285,272	302,495	165,000	333,000
対前年同期増減率 Y-Y Change (%)	+11.7%	−8.4%	−10.0%	+0.1%	+6.0%	+16.1%	+10.1%
ソリューション Solution	—	—	—	275,787	292,373	—	—
構成比 Share (%)	—	—	—	96.7%	96.7%	—	—
対前年同期増減率 Y-Y Change (%)	—	—	—	—	+6.0%	—	—
サービス Service	—	—	—	9,485	10,122	—	—
構成比 Share (%)	—	—	—	3.3%	3.3%	—	—
対前年同期増減率 Y-Y Change (%)	—	—	—	—	+6.7%	—	—
受注残高 Backlog	125,476	134,973	129,683	131,887	136,634	164,634	154,634
ソリューション Solution	—	—	—	130,729	135,585	—	—
構成比 Share (%)	—	—	—	99.1%	99.2%	—	—
サービス Service	—	—	—	1,158	1,049	—	—
構成比 Share (%)	—	—	—	0.9%	0.8%	—	—

3. 業種別売上高 Sales by Industry

（単位:百万円　Millions of yen）

	2008/3	2009/3	2010/3	2011/3	2012/3
通信／放送　Telecommunications/ Broadcasting	98,512	88,845	85,050	85,907	92,424
構成比　% of Total Sales (%)	30.8%	28.9%	29.3%	30.3%	31.0%
対前年同期増減率　Y-Y Change (%)	−2.9%	−9.8%	−4.3%	+1.0%	+7.6%
電気　Electronics	23,215	17,633	15,100	15,711	13,269
構成比　% of Total Sales (%)	7.3%	5.7%	5.2%	5.6%	4.5%
対前年同期増減率　Y-Y Change (%)	+1.1%	−24.0%	−14.4%	+4.0%	−15.5%
製造等　Manufacturing (excluding electronics)	48,718	53,698	48,846	46,766	49,499
構成比　% of Total Sales (%)	15.3%	17.5%	16.8%	16.5%	16.6%
対前年同期増減率　Y-Y Change (%)	+23.1%	+10.2%	−9.0%	−4.3%	+5.8%
情報サービス　Information Services	65,798	66,289	58,414	57,158	57,984
構成比　% of Total Sales (%)	20.6%	21.6%	20.1%	20.2%	19.5%
対前年同期増減率　Y-Y Change (%)	+19.4%	+0.7%	−11.9%	−2.1%	+1.4%
公共　Public Sector	9,443	14,159	22,717	15,912	16,094
構成比　% of Total Sales (%)	2.9%	4.6%	7.8%	5.6%	5.4%
対前年同期増減率　Y-Y Change (%)	−12.6%	+49.9%	+60.4%	−30.0%	+1.1%
商業／運輸　Commerce/ Transportation	19,777	22,440	21,106	20,631	25,475
構成比　% of Total Sales (%)	6.2%	7.3%	7.3%	7.3%	8.6%
対前年同期増減率　Y-Y Change (%)	+31.8%	+13.5%	−5.9%	−2.3%	+23.5%
金融／保険　Finance/ Insurance	29,010	26,554	23,665	24,830	26,908
構成比　% of Total Sales (%)	9.1%	8.7%	8.2%	8.8%	9.0%
対前年同期増減率　Y-Y Change (%)	+2.8%	−8.5%	−10.9%	+4.9%	+8.4%
その他　Others	24,814	17,632	15,489	16,150	16,091
構成比　% of Total Sales (%)	7.8%	5.7%	5.3%	5.7%	5.4%
対前年同期増減率　Y-Y Change (%)	+17.1%	−28.9%	−12.2%	+4.3%	−0.4%
合計　Total Sales	319,289	307,254	290,391	283,068	297,748
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 (%)	+8.5%	−3.8%	−5.5%	−2.5%	+5.2%

4. 販売費及び一般管理費内訳　SG&A Expenses

	2008/3	2009/3	2010/3	2011/3	2012/3
販売費及び一般管理費　SG&A Expenses	55,406	58,596	55,277	53,558	54,817
人件費　Personnel Expenses	30,132	31,104	30,641	30,138	31,750
委託社員受入費　Outside Staff Expenses	5,396	6,389	5,749	5,503	5,536
減価償却費　Depreciation and amortization	2,328	2,594	2,491	2,412	2,562
その他　Others	17,548	18,508	16,394	15,504	14,968

5. 従業員の推移 Number of Employees

（単位：人 People）

	2008/3	2009/3	2010/3	2011/3	2012/3
CTCグループ社員 CTC Group Employees	6,377	6,812	7,045	7,134	7,162
うちシステムエンジニア System Engineers	3,040	3,377	3,536	3,562	3,596
うちカスタマーエンジニア Customer Engineers	476	505	521	525	536
派遣社員 Outside Staff	4,491	4,346	3,901	3,737	3,962
うちシステムエンジニア System Engineers	2,645	2,553	2,248	2,204	2,354
うちカスタマーエンジニア Customer Engineers	164	142	129	114	128
CTCグループ全従業員 Total	10,868	11,158	10,946	10,871	11,124
うちシステムエンジニア System Engineers	5,685	5,930	5,784	5,766	5,950
うちカスタマーエンジニア Customer Engineers	640	647	650	639	664

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

（単位：百万円 Millions of yen）

	2008/3	2009/3	2010/3	2011/3	2012/3
総資産 Total Assets	218,092	227,456	233,230	238,168	252,701
純資産 Net Assets	145,712	147,768	155,118	155,867	158,823
自己資本比率 Equity Ratio (%)	66.6%	64.7%	66.3%	65.3%	62.7%

7. キャッシュ・フロー Cash Flows

（単位：百万円 Millions of yen）

	2008/3	2009/3	2010/3	2011/3	2012/3
営業活動によるキャッシュ・フロー Operating Activities	10,486	11,298	25,261	14,974	21,252
投資活動によるキャッシュ・フロー Investing Activities	3,577	−13,807	−1,379	−6,995	−2,785
財務活動によるキャッシュ・フロー Financing Activities	−10,137	−11,137	−7,202	−13,472	−8,914
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	70,977	57,238	73,832	68,337	77,852

8. 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）

	2008/3	2009/3	2010/3	2011/3	2012/3
設備投資額 Capital Investment	6,358	21,499	4,521	8,871	6,260
減価償却費 Depreciation and Amortization	3,159	4,542	5,998	6,728	7,596

9. 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

	2008/3	2009/3	2010/3	2011/3	2012/3
自己資本当期純利益率 ROE (%)	10.8%	8.8%	8.3%	7.4%	8.5%
総資産当期純利益率 ROA (%)	7.1%	5.8%	5.4%	4.9%	5.4%

10. 一株当たり情報 Per Share Data

（単位：円 Yen）

	2008/3	2009/3	2010/3	2011/3	2012/3
一株当たり当期純利益 Earnings Per Share	232.70	199.21	194.62	180.47	217.08
一株当たり純資産 Book-value Per Share	2,207.44	2,299.63	2,415.65	2,492.42	2,604.78
一株当たり配当金 Cash Dividends Per Share	80.00	80.00	85.00	90.00	95.00（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）

	2011年3月期 Fiscal year ended March 31, 2011				2012年3月期 Fiscal year ended March 31, 2012			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	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	56,286	71,038	65,468	90,276	57,086	73,339	72,887	94,434
対前年同期増減率 Y-Y Change (%)	-5.7%	-0.4%	-1.3%	-3.0%	+1.4%	+3.2%	+11.3%	+4.6%
ソリューション Solution	53,679	68,749	63,140	87,809	54,482	70,700	70,449	91,884
対売上高構成比 % of Total Sales	95.4%	96.8%	96.4%	97.3%	95.4%	96.4%	96.7%	97.3%
対前年同期増減率 Y-Y Change (%)	—	—	—	—	+1.5%	+2.8%	+11.6%	+4.6%
サービス Service	2,606	2,288	2,328	2,467	2,604	2,638	2,437	2,550
対売上高構成比 % of Total Sales	4.6%	3.2%	3.6%	2.7%	4.6%	3.6%	3.3%	2.7%
対前年同期増減率 Y-Y Change (%)	—	—	—	—	-0.1%	+15.3%	+4.7%	+3.4%
売上原価 Cost of Sales	42,065	52,505	48,565	65,056	41,704	53,430	53,651	69,346
対売上高構成比 % of Total Sales	74.7%	73.9%	74.2%	72.1%	73.1%	72.9%	73.6%	73.4%
対前年同期増減率 Y-Y Change (%)	-5.6%	-1.4%	+1.8%	-4.4%	-0.9%	+1.8%	+10.5%	+6.6%
売上総利益 Gross Profit	14,220	18,533	16,902	25,219	15,382	19,908	19,236	25,088
対売上高構成比 % of Total Sales	25.3%	26.1%	25.8%	27.9%	26.9%	27.1%	26.4%	26.6%
対前年同期増減率 Y-Y Change (%)	-6.1%	+2.4%	-9.3%	+1.0%	+8.2%	+7.4%	+13.8%	-0.5%
販売費及び一般管理費 SG&A Expenses	13,820	13,106	13,627	13,014	13,405	13,099	13,501	14,810
対売上高構成比 % of Total Sales	24.6%	18.5%	20.8%	14.4%	23.5%	17.9%	18.5%	15.7%
対前年同期増減率 Y-Y Change (%)	-2.8%	-4.3%	-1.9%	-3.5%	-3.0%	-0.0%	-0.9%	+13.8%
営業利益 Operating Income	400	5,426	3,275	12,205	1,977	6,808	5,735	10,277
対売上高構成比 % of Total Sales	0.7%	7.6%	5.0%	13.5%	3.5%	9.3%	7.9%	10.9%
対前年同期増減率 Y-Y Change (%)	-57.0%	+22.9%	-30.9%	+6.3%	+394.1%	+25.4%	+75.1%	-15.8%
ソリューション(消去前) Solution (before eliminatior	1,939	5,505	3,972	11,523	2,984	6,654	5,578	10,092
サービス(消去前) Service (before elimination)	2,301	3,343	2,953	4,569	2,822	3,530	3,329	3,918
経常利益 Ordinary Income	454	5,433	3,365	12,309	2,007	6,825	5,825	10,295
対売上高構成比 % of Total Sales	0.8%	7.6%	5.1%	13.6%	3.5%	9.3%	8.0%	10.9%
対前年同期増減率 Y-Y Change (%)	-47.2%	+24.8%	-30.3%	+6.3%	+341.6%	+25.4%	+73.1%	-16.4%
税金等調整前当期純利益 Income before Income Taxes	-299	5,322	3,221	12,160	1,871	6,788	5,750	9,925
対売上高構成比 % of Total Sales	—	7.5%	4.9%	13.5%	3.3%	9.3%	7.9%	10.5%
対前年同期増減率 Y-Y Change (%)	—	+27.7%	-32.7%	+6.7%	—	+27.6%	+78.5%	-18.4%
当期純利益 Net Income	-425	3,136	1,674	7,067	962	3,970	2,575	5,818
対売上高構成比 % of Total Sales	—	4.4%	2.6%	7.8%	1.7%	5.4%	3.5%	6.2%
対前年同期増減率 Y-Y Change (%)	—	+35.0%	-39.6%	+0.8%	—	+26.6%	+53.9%	-17.7%

※ 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. 業種別売上高 Sales by Industry

（単位:百万円 Millions of yen）

	2011年3月期 Fiscal year ended March 31, 2011				2012年3月期 Fiscal year ended March 31, 2012			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	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	16,702	22,130	18,584	28,489	15,514	23,253	24,029	29,627
構成比 % of Total Sales (%)	29.7%	31.2%	28.4%	31.6%	27.2%	31.7%	33.0%	31.4%
対前年同期増減率 Y-Y Change (%)	−4.8%	+7.2%	−2.7%	+2.6%	−7.1%	+5.1%	+29.3%	+4.0%
電気 Electronics	2,942	4,071	4,152	4,545	3,417	2,708	3,018	4,124
構成比 % of Total Sales (%)	5.2%	5.7%	6.3%	5.0%	6.0%	3.7%	4.1%	4.3%
対前年同期増減率 Y-Y Change (%)	−7.3%	+7.6%	+15.7%	−0.2%	+16.1%	−33.5%	−27.3%	−9.2%
製造等 Manufacturing (excluding electronics)	9,320	10,876	11,559	15,011	9,254	12,766	12,276	15,202
構成比 % of Total Sales (%)	16.6%	15.3%	17.7%	16.6%	16.2%	17.4%	16.8%	16.1%
対前年同期増減率 Y-Y Change (%)	−8.0%	−0.6%	−11.0%	+1.4%	−0.7%	+17.4%	+6.2%	+1.3%
情報サービス Information Services	11,824	15,502	13,808	16,023	12,191	15,252	14,200	16,339
構成比 % of Total Sales (%)	21.0%	21.8%	21.1%	17.7%	21.4%	20.8%	19.5%	17.3%
対前年同期増減率 Y-Y Change (%)	−5.2%	+12.6%	+3.7%	−15.0%	+3.1%	−1.6%	+2.8%	+2.0%
公共 Public Sector	2,538	2,999	2,889	7,484	2,610	3,662	3,143	6,677
構成比 % of Total Sales (%)	4.5%	4.2%	4.4%	8.3%	4.6%	5.0%	4.3%	7.1%
対前年同期増減率 Y-Y Change (%)	−35.4%	−48.2%	−15.7%	−21.8%	+2.8%	+22.1%	+8.8%	−10.8%
商業／運輸 Commerce/ Transportation	4,119	5,392	4,662	6,456	4,912	5,125	5,357	10,081
構成比 % of Total Sales (%)	7.3%	7.6%	7.1%	7.2%	8.6%	7.0%	7.4%	10.7%
対前年同期増減率 Y-Y Change (%)	−20.7%	+3.1%	+8.8%	+1.0%	+19.2%	−4.9%	+14.9%	+56.1%
金融／保険 Finance/ Insurance	5,006	6,439	6,112	7,272	5,371	6,998	7,232	7,306
構成比 % of Total Sales (%)	8.9%	9.1%	9.3%	8.1%	9.4%	9.5%	9.9%	7.7%
対前年同期増減率 Y-Y Change (%)	+20.7%	−8.0%	+3.1%	+10.3%	+7.3%	+8.7%	+18.3%	+0.5%
その他 Others	3,831	3,626	3,698	4,994	3,814	3,572	3,629	5,075
構成比 % of Total Sales (%)	6.8%	5.1%	5.7%	5.5%	6.6%	4.9%	5.0%	5.4%
対前年同期増減率 Y-Y Change (%)	+23.5%	−13.3%	−0.3%	+11.1%	−0.4%	−1.5%	−1.9%	+1.6%
合計 Total Sales	56,286	71,038	65,468	90,276	57,086	73,339	72,887	94,434
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 (%)	−5.7%	−0.4%	−1.3%	−3.0%	+1.4%	+3.2%	+11.3%	+4.6%

3. 受注高と受注残高 Orders Received and Backlog

（単位:百万円 Millions of yen）

	2012年3月期 Fiscal year ended March 31,2012				
	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
受注高 Orders Received	65,453	76,628	67,521	92,892	302,495
対前年同期増減率 Y-Y Change (%)	+3.6%	+17.3%	+5.0%	+0.5%	+6.0%
ソリューション Solution	61,049	74,929	64,972	91,421	292,373
構成比 Share (%)	93.3%	97.8%	96.2%	98.4%	96.7%
対前年同期増減率 Y-Y Change (%)	+4.5%	+16.6%	+4.1%	+0.7%	+6.0%
サービス Service	4,404	1,698	2,548	1,470	10,122
構成比 Share (%)	6.7%	2.2%	3.8%	1.6%	3.3%
対前年同期増減率 Y-Y Change (%)	−7.4%	+57.3%	+32.4%	−14.8%	+6.7%
受注残高 Backlog	140,254	143,543	138,176	136,634	136,634
ソリューション Solution	137,296	141,525	136,047	135,585	135,585
構成比 Share (%)	97.9%	98.6%	98.5%	99.2%	99.2%
サービス Service	2,958	2,018	2,128	1,049	1,049
構成比 Share (%)	2.1%	1.4%	1.5%	0.8%	0.8%

（単位:百万円 Millions of yen）

	2011年3月期 Fiscal year ended March 31,2011				
	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
受注高 Orders Received	63,155	65,316	64,326	92,474	285,272
対前年同期増減率 Y-Y Change (%)	+6.4%	+2.0%	−4.7%	−1.9%	+0.1%
ソリューション Solution	58,399	64,236	62,401	90,749	275,787
構成比 Share (%)	92.5%	98.3%	97.0%	98.1%	96.7%
対前年同期増減率 Y-Y Change (%)	—	—	—	—	—
サービス Service	4,755	1,079	1,924	1,725	9,485
構成比 Share (%)	7.5%	1.7%	3.0%	1.9%	3.3%
対前年同期増減率 Y-Y Change (%)	—	—	—	—	—
受注残高 Backlog	136,552	130,830	129,688	131,887	131,887
ソリューション Solution	133,040	128,527	127,789	130,729	130,729
構成比 Share (%)	97.4%	98.2%	98.5%	99.1%	99.1%
サービス Service	3,512	2,303	1,899	1,158	1,158
構成比 Share (%)	2.6%	1.8%	1.5%	0.9%	0.9%

Ⅲ. 単体情報 Nonconsolidated Information

1. 業績概況 Nonconsolidated Operating Results

（単位：百万円 Millions of yen）

	2008/3	2009/3	2010/3	2011/3	2012/3
売上高 Total Sales	295,651	283,837	269,018	261,953	276,468
対前年同期増減率 Y-Y change (%)	+7.3%	−4.0%	−5.2%	−2.6%	+5.5%
売上原価 Cost of Sales	230,373	221,924	210,703	203,852	214,044
対売上高構成比 % of Total Sales	77.9%	78.2%	78.3%	77.8%	77.4%
対前年同期増減率 Y-Y change (%)	+1.3%	−3.7%	−5.1%	−3.3%	+5.0%
売上総利益 Gross Profit	65,277	61,912	58,315	58,100	62,423
対売上高構成比 % of Total Sales	22.1%	21.8%	21.7%	22.2%	22.6%
対前年同期増減率 Y-Y change (%)	+35.5%	−5.2%	−5.8%	−0.4%	+7.4%
販売費及び一般管理費 SG&A Expenses	50,253	52,454	48,005	46,379	47,798
対売上高構成比 % of Total Sales	17.0%	18.5%	17.8%	17.7%	17.3%
対前年同期増減率 Y-Y change (%)	+33.2%	+4.4%	−8.5%	−3.4%	+3.1%
営業利益 Operating Income	15,024	9,457	10,309	11,721	14,625
対売上高構成比 % of Total Sales	5.1%	3.3%	3.8%	4.5%	5.3%
対前年同期増減率 Y-Y change (%)	+43.8%	−37.1%	+9.0%	+13.7%	+24.8%
経常利益 Ordinary Income	21,590	15,181	16,416	17,391	19,744
対売上高構成比 % of Total Sales	7.3%	5.3%	6.1%	6.6%	7.1%
対前年同期増減率 Y-Y change (%)	+14.1%	−29.7%	+8.1%	+5.9%	+13.5%
税引前当期純利益 Income before Income Taxes	29,561	15,185	16,030	16,254	19,219
対売上高構成比 % of Total Sales	10.0%	5.4%	6.0%	6.2%	7.0%
対前年同期増減率 Y-Y change (%)	+81.2%	−48.6%	+5.6%	+1.4%	+18.2%
当期純利益 Net Income	23,222	10,862	11,262	10,869	11,983
対売上高構成比 % of Total Sales	7.9%	3.8%	4.2%	4.1%	4.3%
対前年同期増減率 Y-Y change (%)	+106.1%	−53.2%	+3.7%	−3.5%	+10.2%

2. 四半期業績概況　Nonconsolidated Operating Results

（単位:百万円　Millions of yen）

	2011年3月期 Fiscal year ended March31,2011				2012年3月期 Fiscal year ended March31,2012			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	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	51,514	65,962	60,298	84,178	52,618	68,234	67,606	88,008
対前年同期増減率 Y-Y Change (%)	−5.2%	−1.2%	−1.8%	−2.7%	+2.1%	+3.4%	+12.1%	+4.6%
売上原価 Cost of Sales	40,650	51,649	47,223	64,329	40,519	52,584	52,678	68,261
対売上高構成比 % of Total Sales	78.9%	78.3%	78.3%	76.4%	77.0%	77.1%	77.9%	77.6%
対前年同期増減率 Y-Y Change (%)	−5.0%	−3.1%	+0.1%	−4.6%	−0.3%	+1.8%	+11.6%	+6.1%
売上総利益 Gross Profit	10,863	14,312	13,075	19,849	12,099	15,649	14,927	19,747
対売上高構成比 % of Total Sales	21.1%	21.7%	21.7%	23.6%	23.0%	22.9%	22.1%	22.4%
対前年同期増減率 Y-Y Change (%)	−5.8%	+6.1%	−8.1%	+4.1%	+11.4%	+9.3%	+14.2%	−0.5%
販売費及び一般管理費 SG&A Expenses	11,786	11,438	11,752	11,401	11,540	11,371	11,754	13,132
対売上高構成比 % of Total Sales	22.9%	17.3%	19.5%	13.5%	21.9%	16.7%	17.4%	14.9%
対前年同期増減率 Y-Y Change (%)	−4.0%	−4.0%	−2.6%	−2.9%	−2.1%	−0.6%	+0.0%	+15.2%
営業利益 Operating Income	−922	2,873	1,322	8,447	559	4,278	3,173	6,614
対売上高構成比 % of Total Sales	—	4.4%	2.2%	10.0%	1.1%	6.3%	4.7%	7.5%
対前年同期増減率 Y-Y Change (%)	−23.3%	+82.3%	−38.7%	+15.3%	−	+48.9%	+139.9%	−21.7%
経常利益 Ordinary Income	3,586	3,223	1,741	8,840	4,625	4,612	3,562	6,942
対売上高構成比 % of Total Sales	7.0%	4.9%	2.9%	10.5%	8.8%	6.8%	5.3%	7.9%
対前年同期増減率 Y-Y Change (%)	−12.1%	+66.1%	−34.4%	+14.2%	+29.0%	+43.1%	+104.6%	−21.5%
税引前当期純利益 Income before Income Taxes	2,801	3,126	1,602	8,723	4,492	4,585	3,506	6,634
対売上高構成比 % of Total Sales	5.4%	4.7%	2.7%	10.4%	8.5%	6.7%	5.2%	7.5%
対前年同期増減率 Y-Y Change (%)	−31.1%	+76.6%	−39.4%	+15.6%	+60.4%	+46.6%	+118.8%	−23.9%
当期純利益 Net Income	3,051	1,982	894	4,940	4,101	2,713	1,412	3,755
対売上高構成比 % of Total Sales	5.9%	3.0%	1.5%	5.9%	7.8%	4.0%	2.1%	4.3%
対前年同期増減率 Y-Y Change (%)	−25.1%	+107.0%	−41.9%	+5.3%	+34.4%	+36.8%	+57.9%	−24.0%

3. 形態別売上高(製品・開発ソフトウェア・サービス)

四半期推移 Sales Breakdown by Product /Application Development /Service

(単位:百万円 Millions of yen)

	2012年3月期 Fiscal year ended March31,2012									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
製品 Product /対売上高構成比 % of Total Sales (%)	15,798	30.0%	23,257	34.1%	23,687	35.1%	33,714	38.3%	96,458	34.9%
ハードウェア Hardware /対売上高構成比 % of Total Sales (%)	12,856	24.4%	18,254	26.8%	18,987	28.1%	26,882	30.5%	76,980	27.8%
サーバ Servers /対売上高構成比 % of Total Sales (%)	2,029	3.9%	3,050	4.5%	2,455	3.7%	3,957	4.5%	11,493	4.1%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	5,604	10.7%	7,156	10.5%	7,584	11.2%	12,834	14.6%	33,179	12.0%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,280	2.4%	2,797	4.1%	2,571	3.8%	3,604	4.1%	10,252	3.7%
その他 Others /対売上高構成比 % of Total Sales (%)	3,942	7.5%	5,250	7.7%	6,375	9.4%	6,486	7.3%	22,054	8.0%
ソフトウェア Software /対売上高構成比 % of Total Sales (%)	2,941	5.6%	5,003	7.3%	4,700	7.0%	6,832	7.8%	19,477	7.0%
データベース Database /対売上高構成比 % of Total Sales (%)	496	0.9%	427	0.6%	657	1.0%	1,076	1.2%	2,656	1.0%
その他 Others /対売上高構成比 % of Total Sales (%)	2,445	4.6%	4,575	6.7%	4,043	6.0%	5,755	6.6%	16,821	6.0%
開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%)	9,472	18.0%	15,551	22.8%	15,301	22.6%	22,803	25.9%	63,128	22.8%
サービス Service /対売上高構成比 % of Total Sales (%)	27,347	52.0%	29,426	43.1%	28,617	42.3%	31,490	35.8%	116,882	42.3%
ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%)	9,660	18.4%	9,734	14.3%	9,437	14.0%	9,696	11.0%	38,528	13.9%
ソフト保守及びソフトウェア付随サービス Software Support /対売上高構成比 % of Total Sales (%)	6,457	12.3%	6,901	10.1%	6,912	10.2%	6,963	7.9%	27,234	9.9%
運用サービス・その他 Operation , Other Services /対売上高構成比 % of Total Sales (%)	11,229	21.3%	12,790	18.7%	12,268	18.1%	14,830	16.9%	51,119	18.5%
合計 Total /対売上高構成比 % of Total Sales (%)	52,618	100.0%	68,234	100.0%	67,606	100.0%	88,008	100.0%	276,468	100.0%

(単位:百万円 Millions of yen)

	2011年3月期 Fiscal year ended March31,2011									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
製品 Product /対売上高構成比 % of Total Sales (%)	14,868	28.9%	21,891	33.2%	19,507	32.3%	31,600	37.5%	87,867	33.6%
ハードウェア Hardware /対売上高構成比 % of Total Sales (%)	12,432	24.1%	17,569	26.6%	15,629	25.9%	25,075	29.8%	70,706	27.0%
サーバ Servers /対売上高構成比 % of Total Sales (%)	3,542	6.9%	5,012	7.6%	3,514	5.8%	5,216	6.2%	17,285	6.6%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	5,322	10.3%	6,410	9.7%	5,900	9.8%	10,256	12.2%	27,890	10.7%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	659	1.3%	2,419	3.7%	2,195	3.6%	2,338	2.8%	7,613	2.9%
その他 Others /対売上高構成比 % of Total Sales (%)	2,908	5.6%	3,726	5.7%	4,018	6.7%	7,263	8.6%	17,917	6.8%
ソフトウェア Software /対売上高構成比 % of Total Sales (%)	2,435	4.7%	4,322	6.6%	3,878	6.4%	6,520	7.7%	17,156	6.5%
データベース Database /対売上高構成比 % of Total Sales (%)	417	0.8%	607	0.9%	960	1.6%	953	1.1%	2,938	1.1%
その他 Others /対売上高構成比 % of Total Sales (%)	2,018	3.9%	3,714	5.6%	2,917	4.8%	5,566	6.6%	14,217	5.4%
開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%)	9,387	18.2%	14,778	22.4%	12,517	20.8%	20,514	24.4%	57,198	21.8%
サービス Service /対売上高構成比 % of Total Sales (%)	27,258	52.9%	29,291	44.4%	28,273	46.9%	32,063	38.1%	116,887	44.6%
ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%)	10,277	19.9%	10,692	16.2%	10,445	17.3%	10,734	12.8%	42,149	16.1%
ソフト保守及びソフトウェア付随サービス Software Support /対売上高構成比 % of Total Sales (%)	6,686	13.0%	6,828	10.4%	6,697	11.1%	6,987	8.3%	27,200	10.4%
運用サービス・その他 Operation , Other Services /対売上高構成比 % of Total Sales (%)	10,293	20.0%	11,770	17.8%	11,130	18.5%	14,341	17.0%	47,537	18.1%
合計 Total /対売上高構成比 % of Total Sales (%)	51,514	100.0%	65,962	100.0%	60,298	100.0%	84,178	100.0%	261,953	100.0%