

# 2024年3月期第3 四半期 決算補足資料

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2024.2.2

TIS株式会社

1. 前期及び当期業績等の推移(連結)

(1) 業績概要

| (単位:百万円)        | 2023年3月期 |         |         |         |         |         |         |         | 2024年3月期 |         |         |         |         |       |    |    | 上期計画    | 計画比   | 通期計画    | 計画比 |
|-----------------|----------|---------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|-------|----|----|---------|-------|---------|-----|
|                 | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期 | 下期 | 通期 |         |       |         |     |
| 売上高             | 118,072  | 127,232 | 245,305 | 125,077 | 370,382 | 138,017 | 263,095 | 508,400 | 129,429  | 138,059 | 267,488 | 137,255 | 404,744 |       |    |    | 261,000 | +2.5% | 536,000 |     |
| 前期比             | +4.0%    | +5.3%   | +4.7%   | +5.3%   | +4.9%   | +6.6%   | +6.0%   | +5.4%   | +9.6%    | +8.5%   | +9.0%   | +9.7%   | +9.3%   |       |    |    | +6.4%   |       | +5.4%   |     |
| 売上原価            | 86,745   | 91,483  | 178,229 | 90,420  | 268,650 | 98,018  | 188,438 | 366,668 | 94,467   | 99,688  | 194,156 | 99,313  | 293,469 |       |    |    | -       | -     | 384,700 |     |
| 構成比             | 73.5%    | 71.9%   | 72.7%   | 72.3%   | 72.5%   | 71.0%   | 71.6%   | 72.1%   | 73.0%    | 72.2%   | 72.6%   | 72.4%   | 72.5%   |       |    |    | -       | -     | 71.8%   |     |
| 前期比             | +1.1%    | +3.6%   | +2.4%   | +3.8%   | +2.9%   | +5.9%   | +4.9%   | +3.7%   | +8.9%    | +9.0%   | +8.9%   | +9.8%   | +9.2%   |       |    |    | -       | -     | +4.9%   |     |
| 売上総利益           | 31,326   | 35,749  | 67,075  | 34,656  | 101,732 | 39,999  | 74,656  | 141,732 | 34,961   | 38,371  | 73,332  | 37,942  | 111,275 |       |    |    | -       | -     | 151,300 |     |
| 構成比             | 26.5%    | 28.1%   | 27.3%   | 27.7%   | 27.5%   | 29.0%   | 28.4%   | 27.9%   | 27.0%    | 27.8%   | 27.4%   | 27.6%   | 27.5%   |       |    |    | -       | -     | 28.2%   |     |
| 前期比             | +13.0%   | +9.9%   | +11.3%  | +9.4%   | +10.6%  | +8.4%   | +8.8%   | +10.0%  | +11.6%   | +7.3%   | +9.3%   | +9.5%   | +9.4%   |       |    |    | -       | -     | +6.8%   |     |
| 販売費及び一般管理費      | 18,824   | 20,541  | 39,365  | 17,921  | 57,287  | 22,115  | 40,037  | 79,403  | 20,651   | 22,294  | 42,945  | 20,750  | 63,695  |       |    |    | -       | -     | 86,800  |     |
| 構成比             | 15.9%    | 16.1%   | 16.0%   | 14.3%   | 15.5%   | 16.0%   | 15.2%   | 15.6%   | 16.0%    | 16.1%   | 16.1%   | 15.1%   | 15.7%   |       |    |    | -       | -     | 16.2%   |     |
| 前期比             | +7.7%    | +8.6%   | +8.2%   | +3.6%   | +6.7%   | +8.3%   | +6.2%   | +7.1%   | +9.7%    | +8.5%   | +9.1%   | +15.8%  | +11.2%  |       |    |    | -       | -     | +9.3%   |     |
| 営業利益            | 12,502   | 15,207  | 27,709  | 16,734  | 44,444  | 17,884  | 34,618  | 62,328  | 14,310   | 16,076  | 30,387  | 17,191  | 47,579  |       |    |    | 29,500  | +3.0% | 64,500  |     |
| 構成比             | 10.6%    | 12.0%   | 11.3%   | 13.4%   | 12.0%   | 13.0%   | 13.2%   | 12.3%   | 11.1%    | 11.6%   | 11.4%   | 12.5%   | 11.8%   |       |    |    | 11.3%   |       | 12.0%   |     |
| 前期比             | +21.9%   | +11.8%  | +16.1%  | +16.3%  | +16.2%  | +8.5%   | +12.1%  | +13.9%  | +14.5%   | +5.7%   | +9.7%   | +2.7%   | +7.1%   |       |    |    | +6.5%   |       | +3.5%   |     |
| 営業外収益           | 1,414    | 340     | 1,755   | -13     | 1,741   | 747     | 733     | 2,488   | 1,165    | 601     | 1,766   | 1,132   | 2,899   |       |    |    | -       | -     | -       |     |
| 営業外費用           | 124      | 115     | 239     | 476     | 716     | 896     | 1,373   | 1,612   | 147      | 171     | 318     | 407     | 726     |       |    |    | -       | -     | -       |     |
| 経常利益            | 13,792   | 15,433  | 29,225  | 16,244  | 45,470  | 17,734  | 33,978  | 63,204  | 15,328   | 16,506  | 31,835  | 17,916  | 49,752  |       |    |    | 29,500  | +7.9% | 64,500  |     |
| 構成比             | 11.7%    | 12.1%   | 11.9%   | 13.0%   | 12.3%   | 12.8%   | 12.9%   | 12.4%   | 11.8%    | 12.0%   | 11.9%   | 13.1%   | 12.3%   |       |    |    | 11.3%   |       | 12.0%   |     |
| 前期比             | +27.0%   | +16.6%  | +21.3%  | +10.3%  | +17.1%  | +5.1%   | +7.5%   | +13.5%  | +11.1%   | +7.0%   | +8.9%   | +10.3%  | +9.4%   |       |    |    | +0.9%   |       | +2.0%   |     |
| 特別利益            | 49       | 328     | 378     | 4,315   | 4,694   | 17,346  | 21,661  | 22,040  | 773      | 360     | 1,134   | 7       | 1,141   |       |    |    | -       | -     | -       |     |
| 特別損失            | 343      | 722     | 1,066   | 46      | 1,113   | 2,639   | 2,685   | 3,752   | 223      | 1,339   | 1,563   | 275     | 1,838   |       |    |    | -       | -     | -       |     |
| 税金等調整前当期純利益     | 13,498   | 15,039  | 28,537  | 20,513  | 49,051  | 32,441  | 52,954  | 81,492  | 15,879   | 15,527  | 31,406  | 17,648  | 49,055  |       |    |    | -       | -     | -       |     |
| 構成比             | 11.4%    | 11.8%   | 11.6%   | 16.4%   | 13.2%   | 23.5%   | 20.1%   | 16.0%   | 12.3%    | 11.2%   | 11.7%   | 12.9%   | 12.1%   |       |    |    | -       | -     | -       |     |
| 前期比             | +28.2%   | +15.3%  | +21.1%  | -1.5%   | +10.5%  | +90.0%  | +39.7%  | +32.5%  | +17.6%   | +3.2%   | +10.1%  | -14.0%  | +0.0%   |       |    |    | -       | -     | -       |     |
| 法人税等合計          | 4,461    | 4,473   | 8,935   | 6,728   | 15,664  | 7,258   | 13,987  | 22,922  | 5,431    | 4,966   | 10,398  | 5,385   | 15,784  |       |    |    | -       | -     | -       |     |
| 非支配株主に帰属する当期純利益 | 273      | 494     | 768     | 460     | 1,228   | 1,879   | 2,340   | 3,108   | 300      | 400     | 700     | 380     | 1,080   |       |    |    | -       | -     | -       |     |
| 親会社株主に帰属する当期純利益 | 8,763    | 10,071  | 18,834  | 13,323  | 32,158  | 23,303  | 36,627  | 55,461  | 10,147   | 10,160  | 20,307  | 11,882  | 32,190  |       |    |    | 19,500  | +4.1% | 42,000  |     |
| 構成比             | 7.4%     | 7.9%    | 7.7%    | 10.7%   | 8.7%    | 16.9%   | 13.9%   | 10.9%   | 7.8%     | 7.4%    | 7.6%    | 8.7%    | 8.0%    |       |    |    | 7.5%    |       | 7.8%    |     |
| 前期比             | +25.1%   | +18.2%  | +21.3%  | -4.1%   | +9.3%   | +131.9% | +53.0%  | +40.5%  | +15.8%   | +0.9%   | +7.8%   | -10.8%  | +0.1%   |       |    |    | +3.5%   |       | -24.3%  |     |

(2) 売上高(顧客業種別)

| (単位:百万円) | 2023年3月期 |         |         |         |         |         |         |         | 2024年3月期 |         |         |         |         |       |    |    |
|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|-------|----|----|
|          | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期 | 下期 | 通期 |
| 売上高      | 118,072  | 127,232 | 245,305 | 125,077 | 370,382 | 138,017 | 263,095 | 508,400 | 129,429  | 138,059 | 267,488 | 137,255 | 404,744 |       |    |    |
| 前期比      | +4.0%    | +5.3%   | +4.7%   | +5.3%   | +4.9%   | +6.6%   | +6.0%   | +5.4%   | +9.6%    | +8.5%   | +9.0%   | +9.7%   | +9.3%   |       |    |    |
| カード      | 22,841   | 25,443  | 48,285  | 24,216  | 72,501  | 24,992  | 49,208  | 97,494  | 24,612   | 25,418  | 50,031  | 24,005  | 74,036  |       |    |    |
| 前期比      | +7.8%    | +12.8%  | +10.4%  | +4.9%   | +8.5%   | +6.4%   | +5.7%   | +7.9%   | +7.8%    | -0.1%   | +3.6%   | -0.9%   | +2.1%   |       |    |    |
| 銀行等      | 8,868    | 9,725   | 18,593  | 9,597   | 28,191  | 11,122  | 20,719  | 39,313  | 10,596   | 11,449  | 22,045  | 12,305  | 34,351  |       |    |    |
| 前期比      | +5.6%    | +11.3%  | +8.5%   | +10.7%  | +9.2%   | +5.0%   | +7.6%   | +8.0%   | +19.5%   | +17.7%  | +18.6%  | +28.2%  | +21.8%  |       |    |    |
| 保険       | 7,617    | 8,040   | 15,657  | 7,788   | 23,446  | 7,812   | 15,601  | 31,258  | 7,698    | 7,995   | 15,694  | 7,963   | 23,658  |       |    |    |
| 前期比      | -0.1%    | +1.2%   | +0.6%   | -2.7%   | -0.5%   | -1.7%   | -2.2%   | -0.8%   | +1.1%    | -0.5%   | +0.2%   | +2.2%   | +0.9%   |       |    |    |
| その他金融    | 3,577    | 3,788   | 7,365   | 3,646   | 11,011  | 4,064   | 7,710   | 15,075  | 4,351    | 4,541   | 8,893   | 4,716   | 13,609  |       |    |    |
| 前期比      | -10.8%   | -1.9%   | -6.5%   | -9.5%   | -7.5%   | -0.9%   | -5.1%   | -5.8%   | +21.6%   | +19.9%  | +20.7%  | +29.3%  | +23.6%  |       |    |    |
| 組立系製造    | 10,458   | 11,020  | 21,479  | 10,493  | 31,972  | 13,029  | 23,523  | 45,002  | 10,659   | 11,205  | 21,865  | 10,747  | 32,612  |       |    |    |
| 前期比      | -1.5%    | +0.6%   | -0.4%   | +1.1%   | +0.1%   | +5.1%   | +3.3%   | +1.5%   | +1.9%    | +1.7%   | +1.8%   | +2.4%   | +2.0%   |       |    |    |
| プロセス系製造  | 12,082   | 13,688  | 25,770  | 12,561  | 38,331  | 13,374  | 25,935  | 51,706  | 13,037   | 13,134  | 26,172  | 14,465  | 40,637  |       |    |    |
| 前期比      | +0.8%    | -5.6%   | -2.7%   | -2.0%   | -2.5%   | -4.9%   | -3.5%   | -3.1%   | +7.9%    | -4.0%   | +1.6%   | +15.2%  | +6.0%   |       |    |    |
| 流通       | 8,265    | 8,484   | 16,750  | 8,251   | 25,001  | 8,949   | 17,201  | 33,951  | 8,717    | 8,944   | 17,662  | 8,801   | 26,463  |       |    |    |
| 前期比      | +1.0%    | +4.1%   | +2.5%   | +4.2%   | +3.1%   | +3.5%   | +3.8%   | +3.2%   | +5.5%    | +5.4%   | +5.4%   | +6.7%   | +5.8%   |       |    |    |
| サービス     | 33,544   | 34,534  | 68,079  | 35,819  | 103,899 | 38,376  | 74,196  | 142,276 | 35,503   | 39,331  | 74,835  | 40,289  | 115,125 |       |    |    |
| 前期比      | +6.6%    | +4.8%   | +5.7%   | +7.8%   | +6.4%   | +11.5%  | +9.6%   | +7.7%   | +5.8%    | +13.9%  | +9.9%   | +12.5%  | +10.8%  |       |    |    |
| 公共       | 7,209    | 8,522   | 15,731  | 9,029   | 24,761  | 12,686  | 21,715  | 37,447  | 10,599   | 11,617  | 22,216  | 10,000  | 32,217  |       |    |    |
| 前期比      | +4.8%    | +15.5%  | +10.3%  | +22.4%  | +14.4%  | +21.5%  | +21.9%  | +16.7%  | +47.0%   | +36.3%  | +41.2%  | +10.8%  | +30.1%  |       |    |    |
| その他      | 3,606    | 3,985   | 7,591   | 3,673   | 11,264  | 3,610   | 7,283   | 14,874  | 3,651    | 4,419   | 8,071   | 3,961   | 12,032  |       |    |    |
| 前期比      | +14.7%   | +5.3%   | +9.5%   | +11.8%  | +10.3%  | +8.9%   | +10.4%  | +10.0%  | +1.3%    | +10.9%  | +6.3%   | +7.8%   | +6.8%   |       |    |    |

## (3) セグメント損益

| (単位:百万円)    | 2023年3月期 |         |         |         |             |         |         |         |         | 2024年3月期 |         |         |             |       |    |    |         |        | 上期計画    | 計画比 | 通期計画 | 計画比 |
|-------------|----------|---------|---------|---------|-------------|---------|---------|---------|---------|----------|---------|---------|-------------|-------|----|----|---------|--------|---------|-----|------|-----|
|             | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期   | 下期      | 通期      | 第1四半期   | 第2四半期    | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期 | 下期 | 通期 |         |        |         |     |      |     |
| 売上高         | 118,072  | 127,232 | 245,305 | 125,077 | 370,382     | 138,017 | 263,095 | 508,400 | 129,429 | 138,059  | 267,488 | 137,255 | 404,744     |       |    |    | 261,000 | +2.5%  | 536,000 |     |      |     |
| 前期比         | +4.0%    | +5.3%   | +4.7%   | +5.3%   | +4.9%       | +6.6%   | +6.0%   | +5.4%   | +9.6%   | +8.5%    | +9.0%   | +9.7%   | +9.3%       |       |    |    | +6.4%   |        | +5.4%   |     |      |     |
| オファリングサービス  | 26,192   | 27,695  | 53,887  | 27,628  | 81,516      | 30,236  | 57,865  | 111,752 | 28,018  | 32,130   | 60,148  | 33,552  | 93,701      |       |    |    | 58,400  | +3.0%  | 124,300 |     |      |     |
| 前期比         | +6.0%    | +10.4%  | +8.2%   | +9.9%   | +8.8%       | +7.0%   | +8.4%   | +8.3%   | +7.0%   | +16.0%   | +11.6%  | +21.4%  | +14.9%      |       |    |    | +8.4%   |        | +11.2%  |     |      |     |
| BPM         | 10,581   | 10,909  | 21,490  | 10,732  | 32,223      | 11,032  | 21,765  | 43,255  | 10,300  | 10,693   | 20,994  | 10,245  | 31,239      |       |    |    | 21,800  | -3.7%  | 43,000  |     |      |     |
| 前期比         | +1.6%    | +0.8%   | +1.2%   | -0.7%   | +0.6%       | +1.1%   | +0.2%   | +0.7%   | -2.7%   | -2.0%    | -2.3%   | -4.5%   | -3.1%       |       |    |    | +1.4%   |        | -0.6%   |     |      |     |
| 金融IT        | 22,960   | 25,758  | 48,718  | 25,361  | 74,079      | 27,105  | 52,466  | 101,184 | 26,737  | 27,369   | 54,106  | 25,713  | 79,820      |       |    |    | 54,200  | -0.2%  | 105,500 |     |      |     |
| 前期比         | +6.5%    | +13.0%  | +9.9%   | +7.9%   | +9.2%       | +13.8%  | +10.9%  | +10.4%  | +16.5%  | +6.3%    | +11.1%  | +1.4%   | +7.7%       |       |    |    | +11.3%  |        | +4.3%   |     |      |     |
| 産業IT        | 26,701   | 28,518  | 55,219  | 27,401  | 82,621      | 31,011  | 58,412  | 113,632 | 28,670  | 29,655   | 58,326  | 31,353  | 89,679      |       |    |    | 56,100  | +4.0%  | 117,700 |     |      |     |
| 前期比         | +9.8%    | +3.2%   | +6.3%   | +1.9%   | +4.8%       | +3.8%   | +2.9%   | +4.5%   | +7.4%   | +4.0%    | +5.6%   | +14.4%  | +8.5%       |       |    |    | +1.6%   |        | +3.6%   |     |      |     |
| 広域ITソリューション | 36,397   | 39,906  | 76,304  | 39,117  | 115,422     | 44,588  | 83,706  | 160,010 | 41,784  | 43,751   | 85,535  | 41,749  | 127,285     |       |    |    | 81,600  | +4.8%  | 169,100 |     |      |     |
| 前期比         | -3.0%    | -0.3%   | -1.6%   | +5.9%   | +0.8%       | +6.8%   | +6.4%   | +2.4%   | +14.8%  | +9.6%    | +12.1%  | +6.7%   | +10.3%      |       |    |    | +6.9%   |        | +5.7%   |     |      |     |
| その他         | 2,164    | 2,128   | 4,293   | 2,272   | 6,565       | 2,392   | 4,664   | 8,957   | 2,265   | 2,388    | 4,653   | 2,408   | 7,062       |       |    |    | 4,700   | -1.0%  | 9,600   |     |      |     |
| 前期比         | +30.6%   | +50.9%  | +39.9%  | +28.7%  | +35.9%      | +55.6%  | +41.3%  | +40.6%  | +4.7%   | +12.2%   | +8.4%   | +6.0%   | +7.6%       |       |    |    | +9.5%   |        | +7.2%   |     |      |     |
| 内部消去・調整額    | -6,924   | -7,684  | -14,609 | -7,436  | -22,045     | -8,348  | -15,785 | -30,394 | -8,347  | -7,928   | -16,276 | -7,767  | -24,043     |       |    |    | -15,800 | +3.0%  | -33,200 |     |      |     |
| 営業利益        | 12,502   | 15,207  | 27,709  | 16,734  | 44,444      | 17,884  | 34,618  | 62,328  | 14,310  | 16,076   | 30,387  | 17,191  | 47,579      |       |    |    | 29,500  | +3.0%  | 64,500  |     |      |     |
| 構成比         | 10.6%    | 12.0%   | 11.3%   | 13.4%   | 12.0%       | 13.0%   | 13.2%   | 12.3%   | 11.1%   | 11.6%    | 11.4%   | 12.5%   | 11.8%       |       |    |    | 11.3%   |        | 12.0%   |     |      |     |
| 前期比         | +21.9%   | +11.8%  | +16.1%  | +16.3%  | +16.2%      | +8.5%   | +12.1%  | +13.9%  | +14.5%  | +5.7%    | +9.7%   | +2.7%   | +7.1%       |       |    |    | +6.5%   |        | +3.5%   |     |      |     |
| オファリングサービス  | 1,467    | 1,026   | 2,494   | 2,004   | 4,499       | 1,926   | 3,931   | 6,426   | 1,157   | 1,502    | 2,659   | 2,834   | 5,493       |       |    |    | 2,800   | -5.0%  | 7,300   |     |      |     |
| 構成比         | 5.6%     | 3.7%    | 4.6%    | 7.3%    | 5.5%        | 6.4%    | 6.8%    | 5.8%    | 4.1%    | 4.7%     | 4.4%    | 8.4%    | 5.9%        |       |    |    | 4.8%    |        | 5.9%    |     |      |     |
| 前期比         | +63.4%   | -18.5%  | +15.6%  | +55.9%  | +30.6%      | +54.3%  | +55.1%  | +36.9%  | -21.2%  | +46.3%   | +6.6%   | +41.4%  | +22.1%      |       |    |    | +12.2%  |        | +13.6%  |     |      |     |
| BPM         | 1,087    | 1,317   | 2,405   | 1,239   | 3,644       | 1,478   | 2,717   | 5,123   | 727     | 1,380    | 2,108   | 964     | 3,073       |       |    |    | 2,400   | -12.1% | 4,850   |     |      |     |
| 構成比         | 10.3%    | 12.1%   | 11.2%   | 11.5%   | 11.3%       | 13.4%   | 12.5%   | 11.8%   | 7.1%    | 12.9%    | 10.0%   | 9.4%    | 9.8%        |       |    |    | 11.0%   |        | 11.3%   |     |      |     |
| 前期比         | +9.4%    | +7.0%   | +8.1%   | -6.8%   | +2.5%       | +2.9%   | -1.7%   | +2.6%   | -33.1%  | +4.8%    | -12.3%  | -22.2%  | -15.7%      |       |    |    | -0.2%   |        | -5.3%   |     |      |     |
| 金融IT        | 2,795    | 3,515   | 6,311   | 3,596   | 9,907       | 3,988   | 7,585   | 13,896  | 4,081   | 3,805    | 7,886   | 3,370   | 11,256      |       |    |    | 7,500   | +5.2%  | 14,300  |     |      |     |
| 構成比         | 12.2%    | 13.6%   | 13.0%   | 14.2%   | 13.4%       | 14.7%   | 14.5%   | 13.7%   | 15.3%   | 13.9%    | 14.6%   | 13.1%   | 14.1%       |       |    |    | 13.8%   |        | 13.6%   |     |      |     |
| 前期比         | +5.5%    | +7.6%   | +6.7%   | +11.9%  | +8.5%       | +23.7%  | +17.8%  | +12.5%  | +46.0%  | +8.2%    | +25.0%  | -6.3%   | +13.6%      |       |    |    | +18.8%  |        | +2.9%   |     |      |     |
| 産業IT        | 3,544    | 4,218   | 7,763   | 4,361   | 12,124      | 4,604   | 8,965   | 16,728  | 4,393   | 4,077    | 8,470   | 4,797   | 13,268      |       |    |    | 7,700   | +10.0% | 17,600  |     |      |     |
| 構成比         | 13.3%    | 14.8%   | 14.1%   | 15.9%   | 14.7%       | 14.8%   | 15.3%   | 14.7%   | 15.3%   | 13.7%    | 14.5%   | 15.3%   | 14.8%       |       |    |    | 13.7%   |        | 15.0%   |     |      |     |
| 前期比         | +43.1%   | +22.0%  | +30.8%  | -4.9%   | +15.3%      | -4.8%   | -4.8%   | +8.9%   | +23.9%  | -3.4%    | +9.1%   | +10.0%  | +9.4%       |       |    |    | -0.8%   |        | +5.2%   |     |      |     |
| 広域ITソリューション | 3,404    | 4,948   | 8,352   | 5,216   | 13,569      | 5,773   | 10,990  | 19,343  | 4,061   | 4,952    | 9,013   | 5,164   | 14,178      |       |    |    | 9,000   | +0.2%  | 20,000  |     |      |     |
| 構成比         | 9.4%     | 12.4%   | 10.9%   | 13.3%   | 11.8%       | 12.9%   | 13.1%   | 12.1%   | 9.7%    | 11.3%    | 10.5%   | 12.4%   | 11.1%       |       |    |    | 11.0%   |        | 11.8%   |     |      |     |
| 前期比         | +18.0%   | +16.2%  | +16.9%  | +33.0%  | +22.6%      | +6.4%   | +17.6%  | +17.3%  | +19.3%  | +0.1%    | +7.9%   | -1.0%   | +4.5%       |       |    |    | +7.7%   |        | +3.4%   |     |      |     |
| その他         | 192      | 201     | 394     | 248     | 643         | 234     | 483     | 878     | 124     | 235      | 360     | 188     | 548         |       |    |    | 300     | +20.2% | 750     |     |      |     |
| 構成比         | 8.9%     | 9.5%    | 9.2%    | 11.0%   | 9.8%        | 9.8%    | 10.4%   | 9.8%    | 5.5%    | 9.9%     | 7.7%    | 7.8%    | 7.8%        |       |    |    | 6.4%    |        | 7.8%    |     |      |     |
| 前期比         | -11.9%   | +5.2%   | -3.9%   | +32.3%  | +7.5%       | +36.2%  | +34.2%  | +13.9%  | -35.1%  | +16.8%   | -8.5%   | -24.4%  | -14.6%      |       |    |    | -23.9%  |        | -14.6%  |     |      |     |
| 内部消去・調整額    | 9        | -21     | -12     | 67      | 54          | -122    | -55     | -67     | -235    | 122      | -112    | -127    | -240        |       |    |    | -200    | -43.8% | -300    |     |      |     |

各セグメントの売上高はセグメント間の売上高を含んだ数値です。

## (4-1) 売上高(事業別)

| (単位:百万円)    | 2023年3月期 |         |         |         |             |         |         |         | 2024年3月期 |         |         |         |             |       |    |    |
|-------------|----------|---------|---------|---------|-------------|---------|---------|---------|----------|---------|---------|---------|-------------|-------|----|----|
|             | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期 | 下期 | 通期 |
| 売上高         | 118,072  | 127,232 | 245,305 | 125,077 | 370,382     | 138,017 | 263,095 | 508,400 | 129,429  | 138,059 | 267,488 | 137,255 | 404,744     |       |    |    |
| 前期比         | +4.0%    | +5.3%   | +4.7%   | +5.3%   | +4.9%       | +6.6%   | +6.0%   | +5.4%   | +9.6%    | +8.5%   | +9.0%   | +9.7%   | +9.3%       |       |    |    |
| ソフトウェア開発    | 63,224   | 69,090  | 132,314 | 67,703  | 200,018     | 73,910  | 141,613 | 273,928 | 67,857   | 71,011  | 138,869 | 69,848  | 208,718     |       |    |    |
| 前期比         | +4.6%    | +5.2%   | +4.9%   | +6.0%   | +5.3%       | +5.6%   | +5.8%   | +5.4%   | +7.3%    | +2.8%   | +5.0%   | +3.2%   | +4.3%       |       |    |    |
| 運用・クラウドサービス | 41,226   | 42,087  | 83,313  | 43,156  | 126,469     | 43,899  | 87,055  | 170,368 | 44,986   | 47,140  | 92,126  | 47,289  | 139,415     |       |    |    |
| 前期比         | +8.8%    | +4.8%   | +6.7%   | +6.9%   | +6.8%       | +7.0%   | +7.0%   | +6.9%   | +9.1%    | +12.0%  | +10.6%  | +9.6%   | +10.2%      |       |    |    |
| 製品・ソフトウェア販売 | 13,007   | 15,492  | 28,500  | 13,578  | 42,078      | 19,595  | 33,173  | 61,674  | 16,067   | 19,415  | 35,483  | 19,573  | 55,056      |       |    |    |
| 前期比         | -10.9%   | +7.5%   | -1.8%   | -0.1%   | -1.2%       | +9.9%   | +5.6%   | +2.1%   | +23.5%   | +25.3%  | +24.5%  | +44.1%  | +30.8%      |       |    |    |
| その他         | 614      | 562     | 1,176   | 639     | 1,815       | 613     | 1,252   | 2,429   | 517      | 491     | 1,009   | 544     | 1,553       |       |    |    |
| 前期比         | +6.1%    | -2.8%   | +1.7%   | -33.0%  | -14.0%      | +1.3%   | -19.7%  | -10.6%  | -15.7%   | -12.6%  | -14.2%  | -14.8%  | -14.4%      |       |    |    |

## (4-2) セグメント売上高(事業別)

| (単位:百万円)    | 2023年3月期 |         |         |         |             |         |         |         | 2024年3月期 |         |         |         |             |       |    |    |
|-------------|----------|---------|---------|---------|-------------|---------|---------|---------|----------|---------|---------|---------|-------------|-------|----|----|
|             | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期<br>累計 | 第4四半期 | 下期 | 通期 |
| 売上高         | 118,072  | 127,232 | 245,305 | 125,077 | 370,382     | 138,017 | 263,095 | 508,400 | 129,429  | 138,059 | 267,488 | 137,255 | 404,744     |       |    |    |
| 前期比         | +4.0%    | +5.3%   | +4.7%   | +5.3%   | +4.9%       | +6.6%   | +6.0%   | +5.4%   | +9.6%    | +8.5%   | +9.0%   | +9.7%   | +9.3%       |       |    |    |
| オフラインサービス   | 23,358   | 24,521  | 47,880  | 24,626  | 72,506      | 26,626  | 51,252  | 99,132  | 24,928   | 28,893  | 53,821  | 30,344  | 84,166      |       |    |    |
| 前期比         | +8.4%    | +8.0%   | +8.2%   | +10.6%  | +9.0%       | +6.2%   | +8.3%   | +8.2%   | +6.7%    | +17.8%  | +12.4%  | +23.2%  | +16.1%      |       |    |    |
| ソフトウェア開発    | 11,177   | 11,652  | 22,829  | 11,225  | 34,055      | 11,607  | 22,833  | 45,662  | 10,288   | 11,239  | 21,527  | 11,669  | 33,197      |       |    |    |
| 前期比         | -2.8%    | +1.3%   | -0.7%   | -3.4%   | -1.6%       | -6.8%   | -5.2%   | -3.0%   | -8.0%    | -3.5%   | -5.7%   | +4.0%   | -2.5%       |       |    |    |
| 運用・クラウドサービス | 6,983    | 7,367   | 14,351  | 8,380   | 22,732      | 8,708   | 17,089  | 31,441  | 8,526    | 9,815   | 18,341  | 10,391  | 28,732      |       |    |    |
| 前期比         | +26.7%   | +9.6%   | +17.3%  | +27.2%  | +20.8%      | +25.3%  | +26.2%  | +22.0%  | +22.1%   | +33.2%  | +27.8%  | +24.0%  | +26.4%      |       |    |    |
| 製品・ソフトウェア販売 | 5,197    | 5,501   | 10,698  | 5,020   | 15,718      | 6,309   | 11,329  | 22,028  | 6,113    | 7,838   | 13,952  | 8,284   | 22,236      |       |    |    |
| 前期比         | +14.7%   | +22.9%  | +18.8%  | +23.9%  | +20.4%      | +11.1%  | +16.4%  | +17.6%  | +17.6%   | +42.5%  | +30.4%  | +65.0%  | +41.5%      |       |    |    |
| BPM         | 9,997    | 10,319  | 20,316  | 10,188  | 30,505      | 10,453  | 20,642  | 40,958  | 9,798    | 10,148  | 19,947  | 9,753   | 29,700      |       |    |    |
| 前期比         | +2.1%    | +1.1%   | +1.6%   | -0.5%   | +0.9%       | +0.8%   | +0.2%   | +0.9%   | -2.0%    | -1.7%   | -1.8%   | -4.3%   | -2.6%       |       |    |    |
| ソフトウェア開発    | 4,289    | 4,446   | 8,736   | 4,345   | 13,082      | 4,773   | 9,119   | 17,855  | 3,222    | 3,445   | 6,667   | 3,196   | 9,864       |       |    |    |
| 前期比         | +6.2%    | +3.6%   | +4.9%   | +0.1%   | +3.2%       | +3.4%   | +1.8%   | +3.3%   | -24.9%   | -22.5%  | -23.7%  | -26.4%  | -24.6%      |       |    |    |
| 運用・クラウドサービス | 5,707    | 5,872   | 11,580  | 5,842   | 17,423      | 5,680   | 11,523  | 23,103  | 6,385    | 6,345   | 12,730  | 6,325   | 19,056      |       |    |    |
| 前期比         | -0.8%    | -0.7%   | -0.8%   | -0.9%   | -0.8%       | -1.3%   | -1.1%   | -0.9%   | +11.9%   | +8.0%   | +9.9%   | +8.3%   | +9.4%       |       |    |    |
| 製品・ソフトウェア販売 | -        | -       | -       | -       | -           | -       | -       | -       | 189      | 358     | 548     | 231     | 779         |       |    |    |
| 前期比         | -        | -       | -       | -       | -           | -       | -       | -       | -        | -       | -       | -       | -           |       |    |    |
| 金融IT        | 22,570   | 25,340  | 47,911  | 24,924  | 72,836      | 26,596  | 51,521  | 99,432  | 26,366   | 26,982  | 53,348  | 25,334  | 78,683      |       |    |    |
| 前期比         | +6.7%    | +13.4%  | +10.1%  | +7.9%   | +9.4%       | +13.6%  | +10.8%  | +10.5%  | +16.8%   | +6.5%   | +11.3%  | +1.6%   | +8.0%       |       |    |    |
| ソフトウェア開発    | 12,115   | 13,594  | 25,710  | 14,127  | 39,837      | 15,882  | 30,009  | 55,720  | 15,336   | 15,568  | 30,905  | 14,260  | 45,165      |       |    |    |
| 前期比         | +15.6%   | +13.2%  | +14.3%  | +21.3%  | +16.7%      | +25.7%  | +23.6%  | +19.1%  | +26.6%   | +14.5%  | +20.2%  | +0.9%   | +13.4%      |       |    |    |
| 運用・クラウドサービス | 9,103    | 9,417   | 18,520  | 9,193   | 27,713      | 9,238   | 18,431  | 36,952  | 9,635    | 10,034  | 19,669  | 9,853   | 29,522      |       |    |    |
| 前期比         | +7.1%    | +4.1%   | +5.5%   | -3.1%   | +2.5%       | -2.3%   | -2.7%   | +1.3%   | +5.8%    | +6.6%   | +6.2%   | +7.2%   | +6.5%       |       |    |    |
| 製品・ソフトウェア販売 | 1,351    | 2,329   | 3,680   | 1,604   | 5,284       | 1,475   | 3,080   | 6,760   | 1,395    | 1,378   | 2,774   | 1,220   | 3,994       |       |    |    |
| 前期比         | -37.8%   | +80.8%  | +6.3%   | -18.1%  | -2.5%       | +11.4%  | -6.2%   | +0.2%   | +3.2%    | -40.8%  | -24.6%  | -23.9%  | -24.4%      |       |    |    |
| 産業IT        | 26,526   | 28,318  | 54,845  | 27,222  | 82,067      | 30,848  | 58,070  | 112,916 | 28,540   | 29,532  | 58,073  | 31,186  | 89,260      |       |    |    |
| 前期比         | +10.6%   | +4.5%   | +7.4%   | +2.9%   | +5.9%       | +4.9%   | +4.0%   | +5.6%   | +7.6%    | +4.3%   | +5.9%   | +14.6%  | +8.8%       |       |    |    |
| ソフトウェア開発    | 17,758   | 19,285  | 37,043  | 18,383  | 55,426      | 19,867  | 38,250  | 75,294  | 18,946   | 19,340  | 38,286  | 19,827  | 58,113      |       |    |    |
| 前期比         | +17.6%   | +10.2%  | +13.7%  | +0.9%   | +9.1%       | +2.8%   | +1.9%   | +7.4%   | +6.7%    | +0.3%   | +3.4%   | +7.9%   | +4.8%       |       |    |    |
| 運用・クラウドサービス | 5,827    | 6,030   | 11,858  | 6,012   | 17,870      | 6,207   | 12,220  | 24,078  | 6,516    | 6,872   | 13,389  | 6,525   | 19,914      |       |    |    |
| 前期比         | -0.6%    | +2.0%   | +0.7%   | +3.9%   | +1.7%       | +4.5%   | +4.2%   | +2.4%   | +11.8%   | +14.0%  | +12.9%  | +8.5%   | +11.4%      |       |    |    |
| 製品・ソフトウェア販売 | 2,940    | 3,002   | 5,943   | 2,826   | 8,769       | 4,773   | 7,600   | 13,543  | 3,077    | 3,319   | 6,397   | 4,833   | 11,231      |       |    |    |
| 前期比         | -2.5%    | -18.7%  | -11.4%  | +15.9%  | -4.1%       | +15.1%  | +15.4%  | +1.9%   | +4.7%    | +10.6%  | +7.6%   | +71.0%  | +28.1%      |       |    |    |
| 広域ITソリューション | 35,005   | 38,169  | 73,175  | 37,476  | 110,651     | 42,879  | 80,355  | 153,531 | 39,277   | 42,011  | 81,288  | 40,091  | 121,380     |       |    |    |
| 前期比         | -4.0%    | +0.8%   | -1.6%   | +4.7%   | +0.5%       | +5.8%   | +5.3%   | +1.9%   | +12.2%   | +10.1%  | +11.1%  | +7.0%   | +9.7%       |       |    |    |
| ソフトウェア開発    | 17,883   | 20,110  | 37,994  | 19,622  | 57,616      | 21,779  | 41,401  | 79,396  | 20,063   | 21,417  | 41,481  | 20,895  | 62,376      |       |    |    |
| 前期比         | -7.4%    | -1.2%   | -4.3%   | +8.6%   | -0.2%       | +4.0%   | +6.1%   | +0.9%   | +12.2%   | +6.5%   | +9.2%   | +6.5%   | +8.3%       |       |    |    |
| 運用・クラウドサービス | 13,603   | 13,399  | 27,003  | 13,726  | 40,729      | 14,063  | 27,789  | 54,793  | 13,922   | 14,073  | 27,995  | 14,193  | 42,188      |       |    |    |
| 前期比         | +10.8%   | +6.7%   | +8.7%   | +9.0%   | +8.8%       | +8.9%   | +9.0%   | +8.8%   | +2.3%    | +5.0%   | +3.7%   | +3.4%   | +3.6%       |       |    |    |
| 製品・ソフトウェア販売 | 3,518    | 4,659   | 8,177   | 4,128   | 12,305      | 7,035   | 11,163  | 19,341  | 5,291    | 6,519   | 11,811  | 5,003   | 16,814      |       |    |    |
| 前期比         | -27.9%   | -5.9%   | -16.8%  | -19.7%  | -17.8%      | +5.5%   | -5.5%   | -10.6%  | +50.4%   | +39.9%  | +44.4%  | +21.2%  | +36.6%      |       |    |    |
| その他         | 614      | 562     | 1,176   | 639     | 1,815       | 613     | 1,252   | 2,429   | 517      | 491     | 1,009   | 544     | 1,553       |       |    |    |
| 前期比         | +6.1%    | -2.8%   | +1.7%   | -33.0%  | -14.0%      | +1.3%   | -19.7%  | -10.6%  | -15.7%   | -12.6%  | -14.2%  | -14.8%  | -14.4%      |       |    |    |

## (5-1) 受注高及び受注残高(全体)

| (単位:百万円)    | 2023年3月期 |         |         |         |         |         |         |         | 2024年3月期 |         |         |         |         |       |    |    |
|-------------|----------|---------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|-------|----|----|
|             | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期   | 上期      | 第3四半期   | 第3四半期累計 | 第4四半期 | 下期 | 通期 |
| 当期受注高       | 88,249   | 177,744 | 265,993 | 78,703  | 344,697 | 179,259 | 257,962 | 523,956 | 89,536   | 182,835 | 272,371 | 92,179  | 364,551 |       |    |    |
| 前期比         | -0.9%    | +14.8%  | +9.1%   | -6.0%   | +5.2%   | +6.9%   | +2.6%   | +5.8%   | +1.5%    | +2.9%   | +2.4%   | +17.1%  | +5.8%   |       |    |    |
| オフリングサービス   | 15,733   | 35,007  | 50,740  | 13,482  | 64,223  | 36,393  | 49,876  | 100,617 | 16,531   | 41,459  | 57,991  | 20,151  | 78,143  |       |    |    |
| 前期比         | -1.5%    | +9.9%   | +6.1%   | +1.8%   | +5.2%   | +4.1%   | +3.5%   | +4.8%   | +5.1%    | +18.4%  | +14.3%  | +49.5%  | +21.7%  |       |    |    |
| BPM         | 10,237   | 9,779   | 20,016  | 10,745  | 30,762  | 9,142   | 19,887  | 39,904  | 10,236   | 9,388   | 19,625  | 9,318   | 28,943  |       |    |    |
| 前期比         | -10.0%   | -3.8%   | -7.1%   | +9.0%   | -2.0%   | -13.0%  | -2.3%   | -4.8%   | -0.0%    | -4.0%   | -2.0%   | -13.3%  | -5.9%   |       |    |    |
| 金融IT        | 14,415   | 44,841  | 59,256  | 8,482   | 67,739  | 41,102  | 49,585  | 108,841 | 12,423   | 37,294  | 49,717  | 12,905  | 62,623  |       |    |    |
| 前期比         | +39.2%   | +38.8%  | +38.9%  | -36.8%  | +20.8%  | +18.8%  | +3.3%   | +20.0%  | -13.8%   | -16.8%  | -16.1%  | +52.1%  | -7.6%   |       |    |    |
| 産業IT        | 19,827   | 33,918  | 53,746  | 20,994  | 74,741  | 38,374  | 59,368  | 113,115 | 21,534   | 37,287  | 58,822  | 24,049  | 82,871  |       |    |    |
| 前期比         | -11.8%   | +12.4%  | +2.1%   | -12.1%  | -2.3%   | +1.7%   | -3.7%   | -1.0%   | +8.6%    | +9.9%   | +9.4%   | +14.6%  | +10.9%  |       |    |    |
| 広域ITソリューション | 28,034   | 54,198  | 82,232  | 24,999  | 107,231 | 54,246  | 79,245  | 161,477 | 28,809   | 57,404  | 86,214  | 25,754  | 111,969 |       |    |    |
| 前期比         | -3.1%    | +7.7%   | +3.8%   | +7.2%   | +4.5%   | +8.8%   | +8.3%   | +5.9%   | +2.8%    | +5.9%   | +4.8%   | +3.0%   | +4.4%   |       |    |    |
| 期末受注残高      | 132,876  | 184,379 | 184,379 | 138,543 | 138,543 | 180,373 | 180,373 | 180,373 | 141,830  | 187,533 | 187,533 | 143,272 | 143,272 |       |    |    |
| 前期比         | +7.6%    | +16.7%  | +16.7%  | +13.2%  | +13.2%  | +11.7%  | +11.7%  | +11.7%  | +6.7%    | +1.7%   | +1.7%   | +3.4%   | +3.4%   |       |    |    |
| オフリングサービス   | 23,786   | 34,701  | 34,701  | 23,456  | 23,456  | 33,199  | 33,199  | 33,199  | 25,634   | 38,636  | 38,636  | 28,713  | 28,713  |       |    |    |
| 前期比         | +13.6%   | +15.9%  | +15.9%  | +13.4%  | +13.4%  | +7.9%   | +7.9%   | +7.9%   | +7.8%    | +11.3%  | +11.3%  | +22.4%  | +22.4%  |       |    |    |
| BPM         | 8,744    | 8,203   | 8,203   | 8,760   | 8,760   | 7,449   | 7,449   | 7,449   | 7,887    | 7,127   | 7,127   | 6,692   | 6,692   |       |    |    |
| 前期比         | -0.5%    | -6.3%   | -6.3%   | +4.7%   | +4.7%   | -12.4%  | -12.4%  | -12.4%  | -9.8%    | -13.1%  | -13.1%  | -23.6%  | -23.6%  |       |    |    |
| 金融IT        | 31,235   | 50,735  | 50,735  | 34,293  | 34,293  | 48,799  | 48,799  | 48,799  | 34,855   | 45,168  | 45,168  | 32,739  | 32,739  |       |    |    |
| 前期比         | +11.8%   | +33.9%  | +33.9%  | +21.5%  | +21.5%  | +23.9%  | +23.9%  | +23.9%  | +11.6%   | -11.0%  | -11.0%  | -4.5%   | -4.5%   |       |    |    |
| 産業IT        | 31,166   | 36,766  | 36,766  | 30,539  | 30,539  | 38,064  | 38,064  | 38,064  | 31,059   | 38,814  | 38,814  | 31,676  | 31,676  |       |    |    |
| 前期比         | +7.4%    | +14.6%  | +14.6%  | +3.4%   | +3.4%   | +0.5%   | +0.5%   | +0.5%   | -0.3%    | +5.6%   | +5.6%   | +3.7%   | +3.7%   |       |    |    |
| 広域ITソリューション | 37,943   | 53,971  | 53,971  | 41,494  | 41,494  | 52,861  | 52,861  | 52,861  | 42,393   | 57,786  | 57,786  | 43,450  | 43,450  |       |    |    |
| 前期比         | +3.0%    | +9.5%   | +9.5%   | +16.6%  | +16.6%  | +17.7%  | +17.7%  | +17.7%  | +11.7%   | +7.1%   | +7.1%   | +4.7%   | +4.7%   |       |    |    |

## (5-2) 受注高及び受注残高(ソフトウェア開発)

| (単位:百万円)    | 2023年3月期 |         |         |        |         |         |         |         | 2024年3月期 |        |         |        |         |       |    |    |
|-------------|----------|---------|---------|--------|---------|---------|---------|---------|----------|--------|---------|--------|---------|-------|----|----|
|             | 第1四半期    | 第2四半期   | 上期      | 第3四半期  | 第3四半期累計 | 第4四半期   | 下期      | 通期      | 第1四半期    | 第2四半期  | 上期      | 第3四半期  | 第3四半期累計 | 第4四半期 | 下期 | 通期 |
| 当期受注高       | 61,232   | 82,257  | 143,489 | 53,727 | 197,217 | 85,522  | 139,250 | 282,739 | 59,070   | 74,106 | 133,176 | 60,712 | 193,889 |       |    |    |
| 前期比         | -0.2%    | +17.8%  | +9.4%   | -6.0%  | +4.7%   | +3.0%   | -0.7%   | +4.2%   | -3.5%    | -9.9%  | -7.2%   | +13.0% | -1.7%   |       |    |    |
| オフリングサービス   | 9,561    | 12,269  | 21,831  | 8,377  | 30,208  | 12,622  | 20,999  | 42,831  | 10,630   | 13,215 | 23,846  | 10,742 | 34,589  |       |    |    |
| 前期比         | +3.9%    | -17.0%  | -9.0%   | +13.9% | -3.6%   | -19.2%  | -8.6%   | -8.8%   | +11.2%   | +7.7%  | +9.2%   | +28.2% | +14.5%  |       |    |    |
| BPM         | 4,530    | 3,906   | 8,436   | 4,902  | 13,338  | 3,461   | 8,364   | 16,800  | 3,524    | 2,574  | 6,099   | 2,825  | 8,924   |       |    |    |
| 前期比         | -19.3%   | -8.2%   | -14.5%  | +23.8% | -3.5%   | -27.1%  | -4.0%   | -9.6%   | -22.2%   | -34.1% | -27.7%  | -42.4% | -33.1%  |       |    |    |
| 金融IT        | 11,872   | 24,494  | 36,367  | 6,731  | 43,099  | 22,567  | 29,298  | 65,666  | 9,018    | 14,520 | 23,539  | 10,873 | 34,413  |       |    |    |
| 前期比         | +44.2%   | +91.7%  | +73.1%  | -41.7% | +32.3%  | +41.0%  | +6.3%   | +35.2%  | -24.0%   | -40.7% | -35.3%  | +61.5% | -20.2%  |       |    |    |
| 産業IT        | 16,839   | 18,652  | 35,492  | 16,840 | 52,333  | 21,516  | 38,357  | 73,849  | 17,430   | 19,723 | 37,153  | 19,931 | 57,085  |       |    |    |
| 前期比         | -12.6%   | +10.8%  | -1.7%   | -10.9% | -4.9%   | -2.2%   | -6.2%   | -4.1%   | +3.5%    | +5.7%  | +4.7%   | +18.4% | +9.1%   |       |    |    |
| 広域ITソリューション | 18,427   | 22,934  | 41,361  | 16,875 | 58,237  | 25,353  | 42,229  | 83,591  | 18,465   | 24,072 | 42,537  | 16,339 | 58,877  |       |    |    |
| 前期比         | -3.1%    | +8.3%   | +2.9%   | +9.4%  | +4.7%   | +2.9%   | +5.4%   | +4.2%   | +0.2%    | +5.0%  | +2.8%   | -3.2%  | +1.1%   |       |    |    |
| 期末受注残高      | 92,331   | 105,707 | 105,707 | 91,682 | 91,682  | 103,282 | 103,282 | 103,282 | 94,606   | 97,863 | 97,863  | 88,768 | 88,768  |       |    |    |
| 前期比         | +8.9%    | +19.0%  | +19.0%  | +13.4% | +13.4%  | +9.9%   | +9.9%   | +9.9%   | +2.5%    | -7.4%  | -7.4%   | -3.2%  | -3.2%   |       |    |    |
| オフリングサービス   | 14,684   | 15,511  | 15,511  | 12,614 | 12,614  | 13,616  | 13,616  | 13,616  | 14,070   | 16,208 | 16,208  | 15,322 | 15,322  |       |    |    |
| 前期比         | +5.4%    | -9.4%   | -9.4%   | -0.6%  | -0.6%   | -14.9%  | -14.9%  | -14.9%  | -4.2%    | +4.5%  | +4.5%   | +21.5% | +21.5%  |       |    |    |
| BPM         | 8,744    | 8,203   | 8,203   | 8,760  | 8,760   | 7,449   | 7,449   | 7,449   | 7,751    | 6,880  | 6,880   | 6,509  | 6,509   |       |    |    |
| 前期比         | -0.5%    | -6.3%   | -6.3%   | +4.7%  | +4.7%   | -12.4%  | -12.4%  | -12.4%  | -11.4%   | -16.1% | -16.1%  | -25.7% | -25.7%  |       |    |    |
| 金融IT        | 21,635   | 32,535  | 32,535  | 25,139 | 25,139  | 31,824  | 31,824  | 31,824  | 25,507   | 24,458 | 24,458  | 21,071 | 21,071  |       |    |    |
| 前期比         | +21.4%   | +75.0%  | +75.0%  | +35.9% | +35.9%  | +45.5%  | +45.5%  | +45.5%  | +17.9%   | -24.8% | -24.8%  | -16.2% | -16.2%  |       |    |    |
| 産業IT        | 23,220   | 22,587  | 22,587  | 21,045 | 21,045  | 22,694  | 22,694  | 22,694  | 21,178   | 21,561 | 21,561  | 21,666 | 21,666  |       |    |    |
| 前期比         | +8.3%    | +8.6%   | +8.6%   | -1.9%  | -1.9%   | -6.0%   | -6.0%   | -6.0%   | -8.8%    | -4.5%  | -4.5%   | +2.9%  | +2.9%   |       |    |    |
| 広域ITソリューション | 24,046   | 26,869  | 26,869  | 24,123 | 24,123  | 27,697  | 27,697  | 27,697  | 26,099   | 28,753 | 28,753  | 24,197 | 24,197  |       |    |    |
| 前期比         | +5.5%    | +13.8%  | +13.8%  | +21.8% | +21.8%  | +17.9%  | +17.9%  | +17.9%  | +8.5%    | +7.0%  | +7.0%   | +0.3%  | +0.3%   |       |    |    |

## (6) その他

| (単位:百万円)  | 2023年3月期 |        |        |        |         |        |        |        | 2024年3月期 |        |        |        |         |       |    |    | 上期計画   | 通期計画 |
|-----------|----------|--------|--------|--------|---------|--------|--------|--------|----------|--------|--------|--------|---------|-------|----|----|--------|------|
|           | 第1四半期    | 第2四半期  | 上期     | 第3四半期  | 第3四半期累計 | 第4四半期  | 下期     | 通期     | 第1四半期    | 第2四半期  | 上期     | 第3四半期  | 第3四半期累計 | 第4四半期 | 下期 | 通期 |        |      |
| 設備投資額     | 1,946    | 3,016  | 4,963  | 2,869  | 7,833   | 3,396  | 6,266  | 11,230 | 3,398    | 2,646  | 6,045  | 9,957  | 16,002  |       |    | -  | 17,000 |      |
| 減価償却費     | 3,702    | 3,714  | 7,417  | 4,245  | 11,663  | 4,036  | 8,282  | 15,700 | 4,006    | 4,121  | 8,128  | 4,728  | 12,857  |       |    | -  | 16,200 |      |
| 研究開発費     | 708      | 943    | 1,652  | 700    | 2,352   | 752    | 1,452  | 3,104  | 691      | 851    | 1,542  | 639    | 2,181   |       |    | -  | 3,300  |      |
| のれん償却額    | 82       | 88     | 171    | 83     | 254     | 81     | 165    | 336    | 83       | 480    | 563    | 478    | 1,042   |       |    | -  | 1,500  |      |
| 期末のれん残高   | 1,574    | 1,555  | 1,555  | 1,455  | 1,455   | 1,370  | 1,370  | 1,370  | 24,417   | 30,523 | 30,523 | 31,815 | 31,815  |       |    | -  | 29,450 |      |
| 期末従業員数(人) | 22,313   | 22,206 | 22,206 | 22,155 | 22,155  | 21,946 | 21,946 | 21,946 | 22,528   | 22,281 | 22,281 | 22,173 | 22,173  |       |    | -  | -      |      |

のれん償却額及び期末のれん残高は、取得原価の配分により識別した無形資産に係るものを含んでいます。

## 2. 主要経営指標の経年推移(連結)

### (1)業績概要

| (単位:百万円)             | 2013年3月期<br>(第5期) | 2014年3月期<br>(第6期) | 2015年3月期<br>(第7期) | 2016年3月期<br>(第8期) | 2017年3月期<br>(第9期) | 2018年3月期<br>(第10期) | 2019年3月期<br>(第11期) | 2020年3月期<br>(第12期) | 2021年3月期<br>(第13期) | 2022年3月期<br>(第14期) | 2023年3月期<br>(第15期) | 2024年3月期<br>(第16期) |
|----------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                      | 通期                | 通期                | 通期                | 通期                | 通期                | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期計画               |
| 売上高                  | 337,834           | 346,647           | 361,025           | 382,689           | 393,398           | 405,648            | 420,769            | 443,717            | 448,383            | 482,547            | 508,400            | 536,000            |
| 前期比                  | +3.2%             | +2.6%             | +4.1%             | +6.0%             | +2.8%             | +3.1%              | +3.7%              | +5.5%              | +1.1%              | +7.6%              | +5.4%              | +5.4%              |
| オファリングサービス           | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 91,586             | 99,132             | 110,200            |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +8.2%              | +11.2%             |
| BPM                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 40,611             | 40,958             | 40,600             |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +0.9%              | -0.9%              |
| 金融IT                 | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 90,011             | 99,432             | 103,700            |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +10.5%             | +4.3%              |
| 産業IT                 | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 106,936            | 112,916            | 116,900            |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +5.6%              | +3.5%              |
| 広域ITソリューション          | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 150,685            | 153,531            | 161,900            |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +1.9%              | +5.5%              |
| その他                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 2,716              | 2,429              | 2,700              |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -10.6%             | +11.1%             |
| サービスIT               | -                 | -                 | -                 | -                 | -                 | 93,731             | 104,154            | 111,377            | 124,372            | 142,376            | -                  | -                  |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | +11.1%             | +6.9%              | +11.7%             | +14.5%             | -                  | -                  |
| BPO                  | -                 | -                 | -                 | -                 | -                 | 34,909             | 33,134             | 30,688             | 32,702             | 34,519             | -                  | -                  |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -5.1%              | -7.4%              | +6.6%              | +5.6%              | -                  | -                  |
| 金融IT                 | -                 | -                 | -                 | -                 | -                 | 106,424            | 106,103            | 114,204            | 110,262            | 124,416            | -                  | -                  |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -0.3%              | +7.6%              | -3.5%              | +12.8%             | -                  | -                  |
| 産業IT                 | -                 | -                 | -                 | -                 | -                 | 165,686            | 172,949            | 183,292            | 176,706            | 176,982            | -                  | -                  |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | +4.4%              | +6.0%              | -3.6%              | +0.2%              | -                  | -                  |
| その他                  | -                 | -                 | -                 | -                 | -                 | 4,896              | 4,427              | 4,153              | 4,340              | 4,251              | -                  | -                  |
| 前期比                  | -                 | -                 | -                 | -                 | -                 | -                  | -9.6%              | -6.2%              | +4.5%              | -2.1%              | -                  | -                  |
| 売上原価                 | 276,935           | 283,881           | 294,927           | 312,153           | 317,440           | 321,286            | 325,985            | 337,820            | 334,671            | 353,699            | 366,668            | 384,700            |
| 構成比                  | 82.0%             | 81.9%             | 81.7%             | 81.6%             | 80.7%             | 79.2%              | 77.5%              | 76.1%              | 74.6%              | 73.3%              | 72.1%              | 71.8%              |
| 前期比                  | +4.0%             | +2.5%             | +3.9%             | +5.8%             | +1.7%             | +1.2%              | +1.5%              | +3.6%              | -0.9%              | +5.7%              | +3.7%              | +4.9%              |
| 売上総利益                | 60,899            | 62,766            | 66,097            | 70,535            | 75,958            | 84,362             | 94,784             | 105,896            | 113,712            | 128,848            | 141,732            | 151,300            |
| 構成比                  | 18.0%             | 18.1%             | 18.3%             | 18.4%             | 19.3%             | 20.8%              | 22.5%              | 23.9%              | 25.4%              | 26.7%              | 27.9%              | 28.2%              |
| 前期比                  | -0.6%             | +3.1%             | +5.3%             | +6.7%             | +7.7%             | +11.1%             | +12.4%             | +11.7%             | +7.4%              | +13.3%             | +10.0%             | +6.8%              |
| 販売費及び一般管理費           | 42,727            | 43,255            | 44,976            | 46,099            | 48,938            | 51,618             | 56,740             | 61,057             | 67,963             | 74,108             | 79,403             | 86,800             |
| 構成比                  | 12.6%             | 12.5%             | 12.5%             | 12.0%             | 12.4%             | 12.7%              | 13.5%              | 13.8%              | 15.2%              | 15.4%              | 15.6%              | 16.2%              |
| 前期比                  | -6.4%             | +1.2%             | +4.0%             | +2.5%             | +6.2%             | +5.5%              | +9.9%              | +7.6%              | +11.3%             | +9.0%              | +7.1%              | +9.3%              |
| 営業利益                 | 18,171            | 19,510            | 21,121            | 24,436            | 27,019            | 32,743             | 38,043             | 44,839             | 45,748             | 54,739             | 62,328             | 64,500             |
| 構成比                  | 5.4%              | 5.6%              | 5.9%              | 6.4%              | 6.9%              | 8.1%               | 9.0%               | 10.1%              | 10.2%              | 11.3%              | 12.3%              | 12.0%              |
| 前期比                  | +16.3%            | +7.4%             | +8.3%             | +15.7%            | +10.6%            | +21.2%             | +16.2%             | +17.9%             | +2.0%              | +19.7%             | +13.9%             | +3.5%              |
| 経常利益                 | 17,440            | 18,971            | 21,251            | 24,521            | 27,092            | 32,795             | 38,603             | 46,070             | 39,257             | 55,710             | 63,204             | 64,500             |
| 構成比                  | 5.2%              | 5.5%              | 5.9%              | 6.4%              | 6.9%              | 8.1%               | 9.2%               | 10.4%              | 8.8%               | 11.5%              | 12.4%              | 12.0%              |
| 前期比                  | +13.3%            | +8.8%             | +12.0%            | +15.4%            | +10.5%            | +21.1%             | +17.7%             | +19.3%             | -14.8%             | +41.9%             | +13.5%             | +2.0%              |
| 親会社株主に帰属する当期純利益      | 5,868             | 7,913             | 10,275            | 12,678            | 16,306            | 20,620             | 26,034             | 29,411             | 27,692             | 39,462             | 55,461             | 42,000             |
| 構成比                  | 1.7%              | 2.3%              | 2.8%              | 3.3%              | 4.1%              | 5.1%               | 6.2%               | 6.6%               | 6.2%               | 8.2%               | 10.9%              | 7.8%               |
| 前期比                  | +174.8%           | +34.9%            | +29.8%            | +23.4%            | +28.6%            | +26.5%             | +26.3%             | +13.0%             | -5.8%              | +42.5%             | +40.5%             | -24.3%             |
| 1株当たり当期純利益(円)        | 66.86             | 90.16             | 117.40            | 145.22            | 189.02            | 241.44             | 307.83             | 350.35             | 110.51             | 157.69             | 227.11             | 174.19             |
| 潜在株式調整後1株当たり当期純利益(円) | 66.83             | 90.12             | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| 1株当たり配当金             | 21.00             | 25.00             | 30.00             | 33.00             | 36.00             | 40.00              | 70.00              | 90.00              | 35.00              | 44.00              | 50.00              | 53.00              |
| 配当性向(%)              | 31.4%             | 27.7%             | 25.6%             | 22.7%             | 19.0%             | 16.6%              | 22.8%              | 25.7%              | 31.9%              | 27.9%              | 22.0%              | 30.4%              |
| 総還元性向(%)             | 31.4%             | 27.7%             | 30.4%             | 35.3%             | 31.9%             | 30.5%              | 39.0%              | 39.8%              | 42.8%              | 39.3%              | 76.0%              | 45.2%              |

当社は、2020年4月1日を効力発生日として普通株式1株につき3株の割合で株式分割を行っており、2021年3月期以降の1株当たり当期純利益および1株当たり配当金については、当該株式分割の影響を考慮しています。

2023年3月期の総還元性向は、基本方針である総還元性向45%(目安)に基づく自己株式の取得約55億円相当に加えて、資本構成の適正化を図る一環としての自己株式の取得約245億円相当を反映した数値となっています。

## (2)セグメント別損益

| (単位:百万円)    | 2013年3月期<br>(第5期) | 2014年3月期<br>(第6期) | 2015年3月期<br>(第7期) | 2016年3月期<br>(第8期) | 2017年3月期<br>(第9期) | 2018年3月期<br>(第10期) | 2019年3月期<br>(第11期) | 2020年3月期<br>(第12期) | 2021年3月期<br>(第13期) | 2022年3月期<br>(第14期) | 2023年3月期<br>(第15期) | 2024年3月期<br>(第16期) |
|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|             | 通期                | 通期                | 通期                | 通期                | 通期                | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期計画               |
| 売上高         | 337,834           | 346,647           | 361,025           | 382,689           | 393,398           | 405,648            | 420,769            | 443,717            | 448,383            | 482,547            | 508,400            | 536,000            |
| 前期比         | +3.2%             | +2.6%             | +4.1%             | +6.0%             | +2.8%             | +3.1%              | +3.7%              | +5.5%              | +1.1%              | +7.6%              | +5.4%              | +5.4%              |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 103,167            | 111,752            | 124,300            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +8.3%              | +11.2%             |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 42,951             | 43,255             | 43,000             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +0.7%              | -0.6%              |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 91,651             | 101,184            | 105,500            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +10.4%             | +4.3%              |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 108,751            | 113,632            | 117,700            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +4.5%              | +3.6%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 156,231            | 160,010            | 169,100            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +2.4%              | +5.7%              |
| その他         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 6,369              | 8,957              | 9,600              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +40.6%             | +7.2%              |
| 内部消去・調整額    | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -26,576            | -30,394            | -33,200            |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | 100,603            | 117,617            | 125,518            | 136,946            | 155,104            | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +16.9%             | +6.7%              | +9.1%              | +13.3%             | -                  | -                  |
| BPO         | -                 | -                 | -                 | -                 | -                 | 38,257             | 36,231             | 33,699             | 35,453             | 36,617             | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -5.3%              | -7.0%              | +5.2%              | +3.3%              | -                  | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | 106,655            | 106,436            | 114,472            | 110,660            | 124,937            | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -0.2%              | +7.6%              | -3.3%              | +12.9%             | -                  | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | 176,485            | 189,595            | 202,701            | 194,414            | 191,232            | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +7.4%              | +6.9%              | -4.1%              | -1.6%              | -                  | -                  |
| その他         | -                 | -                 | -                 | -                 | -                 | 10,688             | 8,982              | 8,806              | 8,837              | 8,889              | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -16.0%             | -2.0%              | +0.3%              | +0.6%              | -                  | -                  |
| 内部消去・調整額    | -                 | -                 | -                 | -                 | -                 | -27,041            | -38,092            | -41,481            | -37,928            | -34,233            | -                  | -                  |
| 営業利益        | 18,171            | 19,510            | 21,121            | 24,436            | 27,019            | 32,743             | 38,043             | 44,839             | 45,748             | 54,739             | 62,328             | 64,500             |
| 構成比         | 5.4%              | 5.6%              | 5.9%              | 6.4%              | 6.9%              | 8.1%               | 9.0%               | 10.1%              | 10.2%              | 11.3%              | 12.3%              | 12.0%              |
| 前期比         | +16.3%            | +7.4%             | +8.3%             | +15.7%            | +10.6%            | +21.2%             | +16.2%             | +17.9%             | +2.0%              | +19.7%             | +13.9%             | +3.5%              |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 4,692              | 6,426              | 7,300              |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 4.5%               | 5.8%               | 5.9%               |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +36.9%             | +13.6%             |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 4,991              | 5,123              | 4,850              |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 11.6%              | 11.8%              | 11.3%              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +2.6%              | -5.3%              |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 12,355             | 13,896             | 14,300             |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 13.5%              | 13.7%              | 13.6%              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +12.5%             | +2.9%              |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 15,356             | 16,728             | 17,600             |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 14.1%              | 14.7%              | 15.0%              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +8.9%              | +5.2%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 16,492             | 19,343             | 20,000             |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 10.6%              | 12.1%              | 11.8%              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +17.3%             | +3.4%              |
| その他         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 770                | 878                | 750                |
| 構成比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 12.1%              | 9.8%               | 7.8%               |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +13.9%             | -14.6%             |
| 内部消去・調整額    | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 79                 | -67                | -300               |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | 8,139              | 8,519              | 8,198              | 8,695              | 11,095             | -                  | -                  |
| 構成比         | -                 | -                 | -                 | -                 | -                 | 8.1%               | 7.2%               | 6.5%               | 6.3%               | 7.2%               | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +4.7%              | -3.8%              | +6.1%              | +27.6%             | -                  | -                  |
| BPO         | -                 | -                 | -                 | -                 | -                 | 1,638              | 1,843              | 2,622              | 3,105              | 3,453              | -                  | -                  |
| 構成比         | -                 | -                 | -                 | -                 | -                 | 4.3%               | 5.1%               | 7.8%               | 8.8%               | 9.4%               | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +12.6%             | +42.2%             | +18.4%             | +11.2%             | -                  | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | 11,331             | 12,797             | 14,936             | 15,320             | 16,765             | -                  | -                  |
| 構成比         | -                 | -                 | -                 | -                 | -                 | 10.6%              | 12.0%              | 13.0%              | 13.8%              | 13.4%              | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +12.9%             | +16.7%             | +2.6%              | +9.4%              | -                  | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | 11,509             | 14,777             | 19,159             | 18,710             | 22,959             | -                  | -                  |
| 構成比         | -                 | -                 | -                 | -                 | -                 | 6.5%               | 7.8%               | 9.5%               | 9.6%               | 12.0%              | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +28.4%             | +29.7%             | -2.3%              | +22.7%             | -                  | -                  |
| その他         | -                 | -                 | -                 | -                 | -                 | 1,010              | 961                | 932                | 938                | 850                | -                  | -                  |
| 構成比         | -                 | -                 | -                 | -                 | -                 | 9.4%               | 10.7%              | 10.6%              | 10.6%              | 9.6%               | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -4.8%              | -3.0%              | +0.7%              | -9.5%              | -                  | -                  |
| 内部消去・調整額    | -                 | -                 | -                 | -                 | -                 | -884               | -855               | -1,009             | -1,022             | -384               | -                  | -                  |

各セグメントの売上高はセグメント間の売上高を含んだ数値です。

## (3) 受注高及び受注残高(全体)

| (単位:百万円)    | 2013年3月期<br>(第5期) | 2014年3月期<br>(第6期) | 2015年3月期<br>(第7期) | 2016年3月期<br>(第8期) | 2017年3月期<br>(第9期) | 2018年3月期<br>(第10期) | 2019年3月期<br>(第11期) | 2020年3月期<br>(第12期) | 2021年3月期<br>(第13期) | 2022年3月期<br>(第14期) | 2023年3月期<br>(第15期) |
|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|             | 通期                | 通期                | 通期                | 通期                | 通期                | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 |
| 当期受注高       | -                 | -                 | -                 | -                 | -                 | -                  | 427,210            | 439,748            | 452,284            | 495,291            | 523,956            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | +2.9%              | +2.9%              | +9.5%              | +5.8%              |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 96,020             | 100,617            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +4.8%              |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 41,900             | 39,904             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -4.8%              |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 90,665             | 108,841            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +20.0%             |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 114,269            | 113,115            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -1.0%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 152,435            | 161,477            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +5.9%              |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | -                  | 107,344            | 111,929            | 128,507            | 151,526            | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | +4.3%              | +14.8%             | +17.9%             | -                  |
| BPO         | -                 | -                 | -                 | -                 | -                 | -                  | 33,134             | 30,688             | 32,702             | 34,519             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -7.4%              | +6.6%              | +5.6%              | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | 108,494            | 117,015            | 113,921            | 125,419            | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | +7.9%              | -2.6%              | +10.1%             | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | 178,236            | 180,116            | 177,153            | 182,289            | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | +1.1%              | -1.6%              | +2.9%              | -                  |
| 期末受注残高      | -                 | -                 | -                 | -                 | -                 | 122,067            | 132,935            | 133,121            | 147,214            | 161,453            | 180,373            |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +8.9%              | +0.1%              | +10.6%             | +9.7%              | +11.7%             |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 30,780             | 33,199             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +7.9%              |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 8,503              | 7,449              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -12.4%             |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 39,390             | 48,799             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +23.9%             |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 37,865             | 38,064             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +0.5%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 44,914             | 52,861             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +17.7%             |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | 30,693             | 33,883             | 34,434             | 44,421             | 53,555             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +10.4%             | +1.6%              | +29.0%             | +20.6%             | -                  |
| BPO         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | 39,254             | 41,645             | 44,456             | 48,114             | 49,117             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +6.1%              | +6.7%              | +8.2%              | +2.1%              | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | 52,120             | 57,407             | 54,230             | 54,678             | 58,780             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +10.1%             | -5.5%              | +0.8%              | +7.5%              | -                  |

2022年3月期はセグメント変更に伴い、「その他」に含めていた一部取引分を「広域ITソリューション」に移行したことから、セグメント変更の前後で数値に差異が生じています。



## (4) 受注高及び受注残高(ソフトウェア開発)

| (単位:百万円)    | 2013年3月期<br>(第5期) | 2014年3月期<br>(第6期) | 2015年3月期<br>(第7期) | 2016年3月期<br>(第8期) | 2017年3月期<br>(第9期) | 2018年3月期<br>(第10期) | 2019年3月期<br>(第11期) | 2020年3月期<br>(第12期) | 2021年3月期<br>(第13期) | 2022年3月期<br>(第14期) | 2023年3月期<br>(第15期) |
|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|             | 通期                | 通期                | 通期                | 通期                | 通期                | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 |
| 当期受注高       | 179,352           | 172,721           | 199,842           | 207,345           | 208,307           | 219,225            | 238,298            | 246,330            | 237,323            | 271,350            | 282,739            |
| 前期比         | +2.7%             | -3.7%             | +15.7%            | +3.8%             | +0.5%             | +5.2%              | +8.7%              | +3.4%              | -3.7%              | +14.3%             | +4.2%              |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 46,950             | 42,831             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -8.8%              |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 18,579             | 16,800             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -9.6%              |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 48,576             | 65,666             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +35.2%             |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 76,999             | 73,849             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -4.1%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 80,243             | 83,591             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +4.2%              |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | 42,757             | 47,513             | 53,741             | 55,037             | 64,248             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +11.1%             | +13.1%             | +2.4%              | +16.7%             | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | 70,963             | 69,173             | 73,249             | 68,490             | 78,349             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -2.5%              | +5.9%              | -6.5%              | +14.4%             | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | 105,505            | 121,610            | 119,339            | 113,795            | 128,752            | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +15.3%             | -1.9%              | -4.6%              | +13.1%             | -                  |
| 期末受注残高      | 62,055            | 58,869            | 71,095            | 69,961            | 64,751            | 67,716             | 75,549             | 79,277             | 83,797             | 94,016             | 103,282            |
| 前期比         | +7.4%             | -5.1%             | +20.8%            | -1.6%             | -7.4%             | +4.6%              | +11.6%             | +4.9%              | +5.7%              | +12.2%             | +9.9%              |
| オファリングサービス  | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 15,993             | 13,616             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -14.9%             |
| BPM         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 8,503              | 7,449              |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -12.4%             |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 21,878             | 31,824             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +45.5%             |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 24,139             | 22,694             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | -6.0%              |
| 広域ITソリューション | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | 23,502             | 27,697             |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | -                  | -                  | -                  | -                  | +17.9%             |
| サービスIT      | -                 | -                 | -                 | -                 | -                 | 12,142             | 13,746             | 15,309             | 20,367             | 22,447             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +13.2%             | +11.4%             | +33.0%             | +10.2%             | -                  |
| 金融IT        | -                 | -                 | -                 | -                 | -                 | 23,324             | 24,572             | 28,400             | 28,541             | 30,559             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +5.4%              | +15.6%             | +0.5%              | +7.1%              | -                  |
| 産業IT        | -                 | -                 | -                 | -                 | -                 | 32,249             | 37,230             | 35,566             | 34,887             | 41,009             | -                  |
| 前期比         | -                 | -                 | -                 | -                 | -                 | -                  | +15.4%             | -4.5%              | -1.9%              | +17.5%             | -                  |

2022年3月期はセグメント変更に伴い、「その他」に含めていた一部取引分を「広域ITソリューション」に移行したことから、セグメント変更の前後で数値に差異が生じています。

## (5)財政状態、キャッシュ・フロー、その他

| (単位:百万円)         | 2013年3月期<br>(第5期) | 2014年3月期<br>(第6期) | 2015年3月期<br>(第7期) | 2016年3月期<br>(第8期) | 2017年3月期<br>(第9期) | 2018年3月期<br>(第10期) | 2019年3月期<br>(第11期) | 2020年3月期<br>(第12期) | 2021年3月期<br>(第13期) | 2022年3月期<br>(第14期) | 2023年3月期<br>(第15期) | 2024年3月期<br>(第16期) |
|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                  | 通期                | 通期                | 通期                | 通期                | 通期                | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期                 | 通期計画               |
| 流動資産             | 138,219           | 143,519           | 140,450           | 166,666           | 152,162           | 162,064            | 176,231            | 181,543            | 229,965            | 259,261            | 268,682            | -                  |
| 固定資産             | 164,083           | 170,091           | 205,401           | 169,828           | 185,459           | 204,889            | 194,426            | 201,356            | 221,106            | 217,381            | 193,637            | -                  |
| 総資産              | 302,302           | 313,610           | 345,851           | 336,495           | 337,622           | 366,954            | 370,657            | 382,899            | 451,072            | 476,642            | 462,320            | -                  |
| 流動負債             | 91,063            | 72,790            | 77,666            | 91,508            | 78,676            | 81,310             | 91,126             | 88,479             | 100,915            | 139,236            | 117,179            | -                  |
| 固定負債             | 53,079            | 76,316            | 79,395            | 64,447            | 59,743            | 59,344             | 45,121             | 46,462             | 70,726             | 34,412             | 35,914             | -                  |
| 負債合計             | 144,143           | 149,107           | 157,062           | 155,955           | 138,420           | 140,655            | 136,248            | 134,942            | 171,642            | 173,649            | 153,094            | -                  |
| 純資産              | 158,159           | 164,502           | 188,789           | 180,539           | 199,202           | 226,298            | 234,408            | 247,957            | 279,429            | 302,993            | 309,226            | -                  |
| 負債・純資産合計         | 302,302           | 313,610           | 345,851           | 336,495           | 337,622           | 366,954            | 370,657            | 382,899            | 451,072            | 476,642            | 462,320            | -                  |
| 有利子負債            | 60,550            | 58,869            | 52,114            | 46,158            | 35,144            | 32,876             | 26,893             | 22,294             | 43,629             | 37,517             | 16,043             | -                  |
| 有利子負債比率          | 20.0%             | 18.8%             | 15.1%             | 13.7%             | 10.4%             | 9.0%               | 7.3%               | 5.8%               | 9.7%               | 7.9%               | 3.5%               | -                  |
| 1株当たり純資産額(円)     | 1,714.88          | 1,782.23          | 2,108.19          | 2,031.07          | 2,265.76          | 2,602.07           | 2,719.79           | 2,890.27           | 1,078.60           | 1,173.60           | 1,227.44           | -                  |
| 自己資本比率(%)        | 49.8%             | 49.9%             | 53.3%             | 52.5%             | 57.8%             | 60.4%              | 62.0%              | 63.3%              | 60.0%              | 61.5%              | 64.2%              | -                  |
| 自己資本当期純利益率(%)    | 3.9%              | 5.1%              | 6.0%              | 7.0%              | 8.8%              | 9.9%               | 11.5%              | 12.5%              | 10.8%              | 14.0%              | 18.8%              | -                  |
| 当期純利益率(%)        | 1.7%              | 2.3%              | 2.8%              | 3.3%              | 4.1%              | 5.1%               | 6.2%               | 6.6%               | 6.2%               | 8.2%               | 10.9%              | -                  |
| 総資産回転率           | 1.10              | 1.13              | 1.09              | 1.12              | 1.17              | 1.15               | 1.14               | 1.16               | 1.08               | 1.04               | 1.08               | -                  |
| 財務レバレッジ          | 2.08              | 2.01              | 1.93              | 1.89              | 1.81              | 1.69               | 1.63               | 1.58               | 1.63               | 1.65               | 1.59               | -                  |
| 総資産経常利益率(%)      | 5.7%              | 6.2%              | 6.4%              | 7.2%              | 8.0%              | 9.3%               | 10.5%              | 12.2%              | 9.4%               | 12.0%              | 13.5%              | -                  |
| 営業活動によるキャッシュ・フロー | 21,515            | 25,770            | 22,938            | 25,496            | 18,952            | 36,386             | 37,558             | 38,569             | 33,345             | 56,126             | 33,634             | -                  |
| 投資活動によるキャッシュ・フロー | -14,391           | -5,334            | -17,744           | 8,688             | -23,488           | -14,202            | -1,213             | -26,437            | -17,522            | -3,424             | 11,300             | -                  |
| 財務活動によるキャッシュ・フロー | -19,883           | -5,872            | -19,067           | -14,979           | -18,327           | -10,543            | -16,773            | -14,544            | 12,484             | -21,948            | -64,573            | -                  |
| 現金及び現金同等物の期末残高   | 28,433            | 43,142            | 29,485            | 48,651            | 25,730            | 37,545             | 57,083             | 54,684             | 82,924             | 113,820            | 94,306             | -                  |
| フリー・キャッシュ・フロー    | 7,124             | 20,436            | 5,194             | 34,184            | -4,536            | 22,184             | 36,345             | 12,132             | 15,823             | 52,702             | 44,935             | -                  |
| 設備投資             | 12,287            | 12,544            | 16,873            | 14,210            | 15,159            | 16,907             | 13,334             | 16,702             | 25,085             | 13,783             | 11,230             | 17,000             |
| 減価償却費            | 12,920            | 12,454            | 12,809            | 11,952            | 11,801            | 12,572             | 12,783             | 12,020             | 13,318             | 15,083             | 15,700             | 16,200             |
| 研究開発費            | 1,002             | 853               | 1,097             | 1,086             | 1,178             | 996                | 1,003              | 1,702              | 1,789              | 2,784              | 3,104              | 3,300              |
| のれん償却額           | 1,741             | 1,166             | 1,052             | 339               | 326               | 289                | 289                | 171                | 312                | 497                | 336                | 1,500              |
| 期末のれん残高          | 1,914             | 830               | 2,021             | 1,393             | 1,332             | 1,118              | 503                | 355                | 2,550              | 1,556              | 1,370              | 29,450             |
| 期末従業員数(人)        | 19,553            | 19,081            | 19,090            | 19,393            | 19,843            | 19,877             | 19,483             | 19,744             | 21,817             | 21,709             | 21,946             | -                  |
| 新卒採用数(人)         | 356               | 455               | 620               | 688               | 674               | 712                | 892                | 810                | 902                | 976                | 1,016              | 883                |
| キャリア採用数(人)       | 379               | 549               | 499               | 687               | 575               | 840                | 661                | 731                | 750                | 760                | 791                | -                  |

有利子負債は借入金と社債を合計したものです。

フリー・キャッシュ・フローは営業活動によるキャッシュ・フローと投資活動によるキャッシュ・フローを合計したものです。

のれん償却額及び期末のれん残高は、取得原価の配分により識別した無形資産に係るものを含んでいます。

のれん償却額及び期末のれん残高の2024年3月期計画値には、2023年4月に連結子会社化した日本ICS株式会社に関する以下の内容が含まれています。

- ・のれん:83億円(15年間にわたる均等償却)
- ・無形固定資産の顧客関連資産:212億円(20年間にわたる均等償却)

# ITで、社会の願い叶えよう。



## TIS INTEC Group

### (ご注意事項)

- 本資料に記載されている業績見通し等の将来に関する記述は、当社が現在入手している情報及び合理的であると判断する一定の前提に基づいており、当社としてその実現を約束する趣旨のものではありません。実際の業績等は様々な要因により大きく異なる可能性があります。
- 本日発表時点での最新数値を記載しているため、以前に発表した数値から変更になっている場合があります。
- 各四半期会計期間（3カ月）の数値は累計期間の差引により算出しています。
- 2017年3月期以前のセグメント情報は省略しています。
- 2019年3月期第1四半期より、「『税効果会計に係る会計基準』の一部改正」（企業会計基準第28号 平成30年2月16日）等を適用しており、2018年3月期については遡及適用後の数値を記載しています。
- 2022年3月期第1四半期より、「収益認識に関する会計基準」（企業会計基準第29号 2020年3月31日）等を適用しております。
- 2023年3月期第1四半期から新マネジメント・アプローチの適用に伴い、セグメント区分を変更しています。2022年3月期の数値は変更後のセグメントに組み替えて算出したものです。
- 上記以外の注意事項については、決算説明資料記載の注意事項をご参照ください。