

# *Financial Data*

2015年3月期

株式会社 セゾン情報システムズ

# 連結貸借対照表 Consolidated Balance Sheets

3月31日現在／At March 31

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

|            |                                     | 単位：百万円 / Unit: ¥million |        |        |        |        |        |        |        |        |        |            |
|------------|-------------------------------------|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------|
|            |                                     | 2005                    | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 09/30/2014 |
| <資産の部>     | Assets                              |                         |        |        |        |        |        |        |        |        |        |            |
| 流動資産       | Current Assets                      |                         |        |        |        |        |        |        |        |        |        |            |
| 現金及び預金     | Cash and Deposits                   | 5,025                   | 5,684  | 5,879  | 7,538  | 7,113  | 7,189  | 6,379  | 5,351  | 7,489  | 9,150  | 9,374      |
| 受取手形及び売掛金  | Notes and Accounts Receivable-trade | 5,230                   | 4,425  | 5,782  | 3,409  | 4,826  | 3,966  | 4,814  | 6,983  | 4,769  | 4,812  | 4,027      |
| 有価証券       | Short-term Investment Securities    | 400                     | 400    | 400    | 400    | 400    | 400    | 400    | 649    | 299    | 701    | 850        |
| たな卸資産      | Inventories                         | 1,004                   | 433    | 469    | 523    | 318    | 337    | 395    | 1,023  | 241    | 129    | 262        |
| 繰延税金資産     | Deferred Tax Assets                 | 428                     | 360    | 393    | 337    | 471    | 415    | 570    | 700    | 337    | 684    | 683        |
| その他        | Other                               | 252                     | 254    | 266    | 280    | 471    | 501    | 560    | 527    | 707    | 671    | 870        |
| 貸倒引当金      | Allowance for Doubtful Accounts     | △ 2                     | △ 0    | △ 1    | △ 0    | △ 0    | △ 21   | △ 0    | △ 1    | △ 0    | △ 0    | △ 0        |
| 流動資産合計     | Total Current Assets                | 12,340                  | 11,558 | 13,189 | 12,488 | 13,558 | 12,774 | 13,120 | 15,235 | 13,845 | 16,149 | 16,069     |
| 固定資産       | Noncurrent Assets                   |                         |        |        |        |        |        |        |        |        |        |            |
| 有形固定資産     | Property, Plant and Equipment       |                         |        |        |        |        |        |        |        |        |        |            |
| 建物及び構築物    | Building and Structures             | 779                     | 914    | 715    | 769    | 649    | 565    | 369    | 287    | 371    | 341    | 359        |
| 工具、器具及び備品  | Equipment                           | 365                     | 621    | 912    | 776    | 697    | 871    | 715    | 630    | 1,038  | 1,078  | 1,082      |
| その他        | Other                               | 0                       | 0      | —      | —      | 106    | 407    | 1,693  | 2,921  | 2,266  | 1,667  | 1,448      |
| 有形固定資産合計   | Total Property, Plant and Equipment | 1,144                   | 1,535  | 1,628  | 1,545  | 1,453  | 1,844  | 2,779  | 3,839  | 3,675  | 3,087  | 2,890      |
| 無形固定資産     | Intangible Assets                   |                         |        |        |        |        |        |        |        |        |        |            |
| ソフトウェア     | Software                            | 440                     | 504    | 715    | 670    | 661    | 1,020  | 2,709  | 3,104  | 3,031  | 3,044  | 3,243      |
| のれん        | Goodwill                            |                         |        |        |        |        |        |        |        | 810    | 779    | 736        |
| その他        | Other                               | 0                       | 0      | 0      | 0      | 0      | 0      | 412    | 563    | 485    | 358    | 295        |
| 無形固定資産合計   | Total Intangible Assets             | 440                     | 504    | 715    | 670    | 661    | 1,020  | 3,121  | 3,667  | 4,328  | 4,182  | 4,275      |
| 投資その他の資産   | Investments and Other Assets        |                         |        |        |        |        |        |        |        |        |        |            |
| 投資有価証券     | Investment Securities               | 895                     | 1,204  | 929    | 819    | 1,246  | 1,326  | 1,370  | 1,340  | 1,161  | 1,278  | 1,197      |
| 敷金         | Lease deposits                      | 983                     | 1,021  | 1,058  | 1,049  | 1,054  | 989    | 897    | 885    | 715    | 510    | 526        |
| 繰延税金資産     | Deferred Tax Assets                 | 1,351                   | 1,282  | 1,425  | 1,371  | 1,303  | 1,356  | 1,174  | 818    | 606    | 828    | 849        |
| その他        | Other                               | 103                     | 108    | 254    | 220    | 457    | 658    | 675    | 723    | 737    | 563    | 520        |
| 貸倒引当金      | Allowance for Doubtful Accounts     | —                       | —      | —      | —      | △ 4    | △ 5    | △ 5    | △ 4    | △ 4    | △ 4    | △ 5        |
| 投資その他の資産合計 | Total Investments and Other Assets  | 3,333                   | 3,616  | 3,667  | 3,459  | 4,057  | 4,326  | 4,112  | 3,763  | 3,216  | 3,176  | 3,088      |
| 固定資産合計     | Total Noncurrent Assets             | 4,919                   | 5,657  | 6,012  | 5,676  | 6,172  | 7,191  | 10,012 | 11,271 | 11,221 | 10,446 | 10,253     |
| 資産合計       | Total Assets                        | 17,259                  | 17,215 | 19,202 | 18,164 | 19,730 | 19,965 | 23,132 | 26,506 | 25,066 | 26,595 | 26,323     |

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|                 |                                                                | 単位：百万円 / Unit: ¥million                |        |        |        |        |        |        |        |        |        |            |
|-----------------|----------------------------------------------------------------|----------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------|
|                 |                                                                | 2005                                   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 09/30/2014 |
| <負債の部>          |                                                                | Liabilities                            |        |        |        |        |        |        |        |        |        |            |
| 流動負債            |                                                                | Current Liabilities                    |        |        |        |        |        |        |        |        |        |            |
| 支払手形及び買掛金       | Notes and Accounts Payable-trade                               | 2,974                                  | 2,320  | 2,812  | 2,053  | 1,463  | 1,376  | 1,876  | 3,682  | 2,131  | 1,329  | 1,421      |
| 未払法人税等          | Income Taxes Payable                                           | 738                                    | 321    | 848    | 259    | 708    | 146    | 747    | 721    | 92     | 1,207  | 524        |
| 賞与引当金           | Reserve for Bonuses                                            | 562                                    | 654    | 640    | 539    | 793    | 741    | 974    | 756    | 706    | 950    | 822        |
| 未払費用            | Accrued expenses                                               | 451                                    | 649    | 582    | 559    | 663    | 651    | 722    | 761    | 742    | 745    | 721        |
| その他             | Other                                                          | 925                                    | 836    | 1,204  | 1,034  | 1,585  | 1,708  | 2,066  | 2,945  | 3,031  | 3,308  | 3,541      |
| 流動負債合計          | Total Current Liabilities                                      | 5,652                                  | 4,782  | 6,088  | 4,446  | 5,214  | 4,625  | 6,387  | 8,867  | 6,703  | 7,540  | 7,031      |
| 固定負債            |                                                                | Noncurrent Liabilities                 |        |        |        |        |        |        |        |        |        |            |
| 退職給付引当金         | Provision for Retirement Benefits                              | 2,660                                  | 2,479  | 2,088  | 1,768  | 1,705  | 1,447  | 1,242  | 1,019  | 849    | —      | —          |
| 役員退職慰労金引当金      | Reserve for Directors' Retirement Benefits                     | 181                                    | 123    | 144    | 155    | —      | —      | —      | —      | —      | —      | —          |
| 退職給付に係る負債       | Retirement benefit expenses                                    | —                                      | —      | —      | —      | —      | —      | —      | —      | —      | 1,564  | 1,617      |
| その他             | Other                                                          | 8                                      | 7      | 0      | —      | 152    | 699    | 1,482  | 1,658  | 1,353  | 908    | 711        |
| 固定負債合計          | Total Noncurrent Liabilities                                   | 2,850                                  | 2,610  | 2,232  | 1,924  | 1,857  | 2,146  | 2,725  | 2,677  | 2,202  | 2,472  | 2,328      |
| 負債合計            | Total Liabilities                                              | 8,502                                  | 7,392  | 8,321  | 6,370  | 7,072  | 6,771  | 9,112  | 11,545 | 8,906  | 10,013 | 9,359      |
| <資本の部>          |                                                                | Shareholders' Equity                   |        |        |        |        |        |        |        |        |        |            |
| 資本金             | Capital Stock                                                  | 1,367                                  | 1,367  | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| 資本剰余金           | Capital Surplus                                                | 1,461                                  | 1,461  | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| 利益剰余金           | Retained Earnings                                              | 5,803                                  | 6,683  | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| その他有価証券評価差額金    | Valuation Difference on Available-for-Sale Securities          | 125                                    | 310    | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| 自己株式            | Treasury Stock                                                 | △ 0                                    | △ 0    | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| 資本合計            | Total Shareholders' Equity                                     | 8,756                                  | 9,822  | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| 負債、少数株主持分及び資本合計 | Total Liabilities, Minority interests and Shareholders' Equity | 17,259                                 | 17,215 | —      | —      | —      | —      | —      | —      | —      | —      | —          |
| <純資産の部>         |                                                                | Net Assets                             |        |        |        |        |        |        |        |        |        |            |
| 株主資本            |                                                                | Shareholders' Equity                   |        |        |        |        |        |        |        |        |        |            |
| 資本金             | Capital Stock                                                  | —                                      | —      | 1,367  | 1,367  | 1,367  | 1,367  | 1,367  | 1,367  | 1,367  | 1,367  | 1,367      |
| 資本剰余金           | Capital Surplus                                                | —                                      | —      | 1,461  | 1,462  | 1,462  | 1,462  | 1,462  | 1,462  | 1,462  | 1,462  | 1,462      |
| 利益剰余金           | Retained Earnings                                              | —                                      | —      | 7,928  | 8,898  | 9,804  | 10,316 | 11,144 | 12,100 | 13,207 | 14,208 | 14,503     |
| 自己株式            | Treasury Stock                                                 | —                                      | —      | △ 0    | —      | —      | —      | △ 0    | △ 0    | △ 0    | △ 0    | △ 0        |
| 株主資本合計          | Total Shareholders' Equity                                     | —                                      | —      | 10,756 | 11,728 | 12,634 | 13,146 | 13,974 | 14,929 | 16,037 | 17,038 | 17,332     |
| その他の包括利益累計額     |                                                                | Accumulated other comprehensive income |        |        |        |        |        |        |        |        |        |            |
| その他有価証券評価差額金    | Valuation Difference on Available-for-Sale Securities          | —                                      | —      | 122    | 67     | 24     | 48     | 50     | 34     | 67     | 106    | 136        |
| 為替換算調整勘定        | Translation Adjustment                                         | —                                      | —      | 2      | △ 1    | △ 0    | △ 0    | △ 4    | △ 2    | 2      | 12     | 19         |
| 退職給付に係る調整累計額    | Remeasurements of defined benefit plans                        | —                                      | —      | —      | —      | —      | —      | —      | —      | —      | △ 591  | △ 544      |
| その他の包括利益累計額合計   | al accumulated other comprehensive income                      | —                                      | —      | 124    | 65     | 23     | 48     | 45     | 31     | 70     | △ 472  | △ 387      |
| 少数株主持分          | Minority interests                                             | —                                      | —      | —      | —      | —      | —      | —      | —      | 52     | 16     | 18         |
| 純資産合計           | Total Net Assets                                               | —                                      | —      | 10,880 | 11,793 | 12,658 | 13,194 | 14,020 | 14,961 | 16,160 | 16,582 | 16,963     |
| 負債純資産合計         | Total Liabilities and Net Assets                               | —                                      | —      | 19,202 | 18,164 | 19,730 | 19,965 | 23,132 | 26,506 | 25,066 | 26,595 | 26,323     |

# 連結損益計算書 Consolidated Statements of Income

3月31日に終了した事業年度／Years ended March 31

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

|                  |                                                        | 単位：百万円 / Unit: ¥million |        |        |        |        |        |        |        |        |  | 2014   | 2015(予) |
|------------------|--------------------------------------------------------|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--|--------|---------|
|                  |                                                        | 2005                    | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   |  |        |         |
| 売上高              | Net Sales                                              | 26,351                  | 23,202 | 22,997 | 23,559 | 24,996 | 26,127 | 27,984 | 32,604 | 29,290 |  | 32,500 | 31,700  |
| 売上原価             | Cost of Sales                                          | 20,074                  | 16,756 | 16,816 | 17,546 | 18,710 | 20,188 | 21,517 | 25,724 | 22,904 |  | 24,820 | 23,600  |
| 売上総利益            | Gross Profit                                           | 6,276                   | 6,446  | 6,181  | 6,012  | 6,285  | 5,938  | 6,466  | 6,879  | 6,385  |  | 7,680  | 8,100   |
| 販売費及び一般管理費       | Selling, General and Administrative Expenses           | 3,524                   | 4,027  | 3,507  | 3,512  | 3,714  | 3,448  | 3,508  | 3,469  | 3,660  |  | 4,345  | 4,800   |
| 営業利益             | Operating Income                                       | 2,752                   | 2,419  | 2,674  | 2,499  | 2,571  | 2,489  | 2,957  | 3,410  | 2,724  |  | 3,335  | 3,300   |
| 営業外収益            | Non-Operating Income                                   | 21                      | 14     | 37     | 65     | 72     | 53     | 43     | 73     | 61     |  | 70     | 25      |
| 営業外費用            | Non-Operating Expenses                                 | 1                       | —      | 4      | 28     | 12     | 19     | 70     | 33     | 49     |  | 55     | 15      |
| 経常利益             | Ordinary Income                                        | 2,771                   | 2,434  | 2,707  | 2,537  | 2,630  | 2,524  | 2,930  | 3,450  | 2,736  |  | 3,350  | 3,310   |
| 特別利益             | Extraordinary Income                                   | 276                     | 38     | 122    | 25     | —      | 2      | 95     | 6      | 24     |  | 10     | 0       |
| 特別損失             | Extraordinary Loss                                     | 535                     | 532    | 149    | 202    | 181    | 796    | 449    | 271    | 14     |  | 101    | 5       |
| データセンター移設損失引当繰入額 | Provision of Reserve for Loss on Datacenter Relocation | —                       | —      | —      | —      | —      | 729    | —      | 83     | —      |  | —      | —       |
| その他              | Other                                                  | 535                     | 532    | 149    | 202    | 181    | 67     | 449    | 187    | 14     |  | 101    | 5       |
| 税金等調整前当期純利益      | Income before Income Taxes                             | 2,513                   | 1,940  | 2,680  | 2,360  | 2,449  | 1,729  | 2,577  | 3,186  | 2,746  |  | 3,258  | 3,305   |
| 法人税、住民税及び事業税     | Income Taxes-Current                                   | 910                     | 745    | 1,190  | 837    | 1,093  | 732    | 1,068  | 1,221  | 511    |  | 1,473  | 1,255   |
| 法人税等調整額          | Income Taxes-Deferred                                  | 90                      | 9      | △ 45   | 147    | △ 36   | △ 0    | 32     | 220    | 560    |  | △ 81   |         |
| 少数株主損益調整前当期純利益   | Income (loss) before minority interests                | —                       | —      | —      | —      | —      | —      | —      | —      | —      |  | 1,867  | 2,050   |
| 少数株主利益又は少数株主損失   | Minority interests in income (loss)                    | —                       | —      | —      | —      | —      | —      | —      | —      | —      |  | 3      | 0       |
| 当期純利益            | Net Income                                             | 1,511                   | 1,184  | 1,535  | 1,374  | 1,392  | 997    | 1,476  | 1,743  | 1,674  |  | 1,863  | 2,050   |

## セグメント別売上高 Operating Results by Segment

3月31日に終了した事業年度/Years ended March 31

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit：¥million

|              |                        | 2006  | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015(予) |
|--------------|------------------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| セグメント別売上高    | Total Sales by Segment |       |        |        |        |        |        |        |        |        |         |
| 金融システム事業     | Financial              | 9,665 | 11,527 | 11,702 | 11,857 | 13,329 | 15,394 | 18,870 | 15,204 | 17,708 | 16,000  |
| 流通サービスシステム事業 | Retail & Services      | 7,198 | 5,156  | 5,007  | 5,328  | 4,875  | 4,475  | 5,076  | 4,972  | 4,563  | 5,000   |
| BPO事業        | BPO                    | 1,090 | 1,124  | 1,342  | 1,747  | 1,702  | 1,642  | 1,858  | 1,776  | 1,928  | 1,830   |
| HULFT事業      | HULFT                  | 4,790 | 4,593  | 4,776  | 5,235  | 5,176  | 5,355  | 5,527  | 5,889  | 6,594  | 6,830   |
| その他事業        | Other                  | 458   | 597    | 732    | 829    | 1,042  | 1,119  | 1,271  | 1,447  | 1,706  | 2,040   |

※2006-2009年度は参考値

単位：百万円 / Unit：¥million

|         |                        |       |        |        |       |        |        |        |        |        |        |
|---------|------------------------|-------|--------|--------|-------|--------|--------|--------|--------|--------|--------|
| 主要顧客別売上 | Sales by Main Customer |       |        |        |       |        |        |        |        |        |        |
| クレディセゾン | Credit Saison Co.,Ltd. | 8,887 | 11,104 | 10,858 | 9,664 | 10,043 | 11,172 | 12,634 | 10,131 | 10,953 | 14,000 |
| キュービタス  | Qubitous Co.,Ltd.      | —     | —      | —      | 1,214 | 1,660  | 2,873  | 4,882  | 3,536  | 4,373  |        |
| NTTデータ  | NTT DATA CORPORATION   | 3,161 | 1,601  | 1,368  | 1,347 | 1,774  | 1,579  | 1,342  | 1,056  | 952    | 1,000  |
| 西友      | SEIYU                  | 1,389 | 1,182  | 1,098  | 1,168 | 1,278  | 1,208  | 1,166  | 1,349  | 803    | 700    |

単位：百万円 / Unit：¥million

|             |                                             |        |        |        |        |        |        |        |        |        |        |
|-------------|---------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 旧セグメント別売上高  | Total Sales by Previous Segment             |        |        |        |        |        |        |        |        |        |        |
| システム構築・運用事業 | Systems Construction and Operation Business | 18,412 | 18,401 | 18,780 | 19,758 | 20,949 | 22,625 | 27,076 | 23,395 | 25,868 | 24,752 |
| 情報処理サービス    | Information Processing Service              | 9,039  | 8,598  | 8,450  | 8,826  | 8,895  | 9,599  | 10,652 | 11,625 | 12,769 | 13,262 |
| システム開発      | System Development                          | 7,858  | 8,407  | 8,562  | 9,096  | 10,703 | 11,672 | 15,364 | 10,869 | 12,188 | 10,652 |
| システム・機器販売等  | Sales of System and Equipment               | 1,514  | 1,396  | 1,766  | 1,836  | 1,350  | 1,353  | 1,060  | 900    | 910    | 838    |
| パッケージ事業     | Packaged Software Business                  | 4,790  | 4,595  | 4,778  | 5,237  | 5,177  | 5,359  | 5,527  | 5,895  | 6,632  | 6,948  |
| パッケージ販売     | Sales of Packaged Software                  | 4,161  | 4,057  | 4,299  | 4,527  | 4,508  | 4,922  | 5,231  | 5,627  | 6,337  | 6,628  |
| パッケージ付帯サービス | Services with Packaged Software             | 628    | 538    | 479    | 709    | 668    | 436    | 296    | 267    | 294    | 320    |

※2011-2015年度は参考値

# 連結キャッシュ・フロー計算書 Consolidated Cash Flow Statement

3月31日に終了した事業年度／Years ended March 31

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については適及処理後の数値を記載

単位：百万円 / Unit: ¥million

|                          |                                                                   | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011  | 2012    | 2013    | 2014  |
|--------------------------|-------------------------------------------------------------------|---------|---------|---------|---------|---------|---------|-------|---------|---------|-------|
| 営業活動によるキャッシュ・フロー         | Net Cash Provided by (Used in) Operating Activities               |         |         |         |         |         |         |       |         |         |       |
| 税金等調整前当期純利益              | Income before Income Taxes                                        | 2,513   | 1,940   | 2,680   | 2,360   | 2,449   | 1,729   | 2,577 | 3,186   | 2,746   | 3,258 |
| 減価償却費                    | Depreciation and Amortization                                     | 563     | 700     | 633     | 863     | 780     | 894     | 1,316 | 1,801   | 2,160   | 2,351 |
| のれん償却額                   | Amortization of goodwill                                          | —       | —       | —       | —       | —       | —       | —     | —       | —       | 85    |
| 減損損失                     | Impairment loss                                                   | 44      | —       | 105     | —       | 24      | 24      | 325   | 146     | —       | 85    |
| 貸倒引当金の増減額（減少：△）          | Increase (Decrease) in Allowance for Doubtful Accounts            | 0       | △ 1     | 0       | △ 0     | 4       | 21      | △ 21  | 0       | △ 0     | △ 0   |
| 賞与引当金の増減額（減少：△）          | Increase (Decrease) in Reserve for Bonuses                        | △ 21    | 92      | △ 13    | △ 101   | 254     | △ 51    | 232   | △ 217   | △ 51    | 243   |
| 退職給付引当金の増減額（減少：△）        | Increase (Decrease) in Provision for Retirement Benefits          | △ 191   | △ 181   | △ 390   | △ 319   | △ 63    | △ 258   | △ 204 | △ 223   | △ 169   | △ 849 |
| 役員退職慰労引当金の増減額（減少：△）      | Increase (Decrease) in Reserve for Directors' Retirement Benefits | △ 49    | △ 58    | 20      | 11      | △ 155   | —       | —     | —       | —       | —     |
| 退職給付に係る負債の増減額（減少：△）      | Increase (Decrease) in Net defined benefit liability              | —       | —       | —       | —       | —       | —       | —     | —       | —       | 644   |
| データセンター移設損失引当金の増減額（減少：△） | Increase (Decrease) in Reserve for Relocation of Datacenter       | —       | —       | —       | —       | —       | 546     | △ 217 | △ 39    | △ 289   | —     |
| 受取利息及び受取配当金              | Interest and Dividends Income                                     | △ 6     | △ 5     | △ 21    | △ 49    | △ 61    | △ 45    | △ 31  | △ 30    | △ 28    | △ 18  |
| 支払利息                     | Interest                                                          | 1       | —       | —       | —       | —       | —       | 16    | 30      | 28      | 21    |
| 為替差損益（差益：△）              | Exchange Gain and Loss                                            | —       | —       | 4       | △ 5     | △ 1     | 0       | 1     | 1       | 9       | 4     |
| 役員賞与の支払額                 | Directors' Bonuses                                                | △ 17    | △ 61    | —       | —       | —       | —       | —     | —       | —       | —     |
| 固定資産処分損益（差益：△）           | Loss (gain) on Disposal of Fixed Assets                           | 415     | 32      | 44      | 31      | 9       | 9       | 6     | 35      | 11      | 5     |
| 固定資産売却損益（差益：△）           | Loss (gain) on Sales of Fixed Assets                              | △ 74    | △ 28    | —       | —       | —       | —       | —     | —       | —       | —     |
| ソフトウェア評価損益（差益：△）         | Loss (gain) on Valuation of Software                              | —       | —       | —       | 103     | 5       | —       | —     | —       | —       | —     |
| 複合金融商品評価損益（差益：△）         | Loss (gain) on Compound Instrument                                | —       | —       | —       | 28      | 8       | △ 3     | 20    | 2       | △ 4     | 5     |
| 投資事業組合運用損益（差益：△）         | Loss (gain) on Investments in Partnership                         | —       | —       | —       | —       | —       | —       | —     | —       | —       | 2     |
| ゴルフ会員権評価損                | Loss on Golf-Club Membership                                      | —       | —       | —       | —       | 4       | —       | —     | —       | —       | —     |
| 投資有価証券評価損益               | Loss (gain) on Valuation of Investment Securities                 | 10      | —       | —       | —       | —       | —       | —     | —       | —       | —     |
| 投資有価証券売却損益               | Loss (gain) on sales of Investment Securities                     | △ 157   | △ 7     | △ 122   | △ 22    | —       | △ 2     | —     | 2       | △ 21    | —     |
| 電話加入権評価損                 | Loss on Right of Telephone                                        | 42      | —       | —       | —       | —       | —       | —     | —       | —       | —     |
| 持分法による投資損益               | Equity in (Earnings) Losses of Affiliates                         | —       | —       | —       | —       | 4       | 16      | 34    | △ 29    | —       | —     |
| 売上債権の増減額                 | Decrease (Increase) in Notes and Accounts Receivable-trade        | △ 1,802 | 805     | △ 1,357 | 2,368   | △ 1,414 | 859     | △ 850 | △ 2,168 | 2,300   | △ 43  |
| たな卸資産の増減額                | Decrease (Increase) in Inventories                                | △ 211   | 571     | △ 35    | △ 54    | 204     | △ 19    | △ 58  | △ 627   | 790     | 112   |
| 仕入債務の増減額                 | Increase (Decrease) in Notes and Accounts Payable-trade           | 842     | △ 654   | 491     | △ 763   | △ 591   | △ 87    | 500   | 1,806   | △ 1,569 | △ 801 |
| 前受金の増減額（減少：△）            | Increase (decrease) in advances received                          | —       | —       | —       | —       | 584     | 140     | 33    | △ 86    | 410     | 24    |
| 長期未払金の増減額（減少：△）          | Increase (decrease) in long-term accounts payable-other           | —       | —       | —       | —       | 152     | —       | △ 23  | △ 13    | △ 39    | △ 27  |
| その他資産の増減額（増加：△）          | Decrease (increase) in other assets                               | △ 184   | △ 11    | △ 163   | 273     | △ 690   | △ 358   | △ 588 | △ 418   | △ 298   | △ 354 |
| その他負債の増減額（減少：△）          | Increase (decrease) in other liabilities                          | 155     | 124     | △ 53    | 71      | 80      | △ 109   | 95    | 368     | 41      | △ 154 |
| 小計                       | Subtotal                                                          | 1,872   | 3,257   | 1,821   | 4,246   | 1,590   | 3,308   | 3,281 | 3,527   | 6,024   | 4,598 |
| 利息及び配当金の受取額              | Interest and Dividends Income Received                            | 6       | 5       | 20      | 44      | 60      | 50      | 17    | △ 0     | 2       | △ 4   |
| 法人税等の支払額                 | Income Taxes Paid                                                 | △ 606   | △ 1,142 | △ 668   | △ 1,419 | △ 651   | △ 1,304 | △ 462 | △ 1,246 | △ 1,298 | △ 258 |
| 営業活動によるキャッシュ・フロー         | Net Cash Provided by (Used in) Operating Activities               | 1,271   | 2,120   | 1,173   | 2,870   | 999     | 2,053   | 2,836 | 2,280   | 4,728   | 4,335 |

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit: ¥million

|                                                                              | 2005    | 2006    | 2007  | 2008    | 2009  | 2010    | 2011    | 2012    | 2013    | 2014    |
|------------------------------------------------------------------------------|---------|---------|-------|---------|-------|---------|---------|---------|---------|---------|
| 投資活動によるキャッシュ・フロー Net Cash Provided by (Used in) Investing Activities         |         |         |       |         |       |         |         |         |         |         |
| 定期預金の増減額（増加：△） Decrease (increase) in time deposits                          | —       | —       | —     | △ 225   | 225   | —       | —       | —       | —       | △ 100   |
| 有価証券の取得による支出額 Purchase of Short-term Investment Securities                   | △ 600   | —       | —     | —       | —     | —       | —       | —       | △ 550   | △ 400   |
| 有価証券の償還による収入額 Proceeds from redemption of marketable securities              | 200     | 400     | 400   | 400     | 400   | 400     | 400     | 400     | 1,200   | 852     |
| 投資有価証券の取得による支出 Purchase of Investment Securities                             | △ 400   | △ 400   | △ 574 | △ 450   | △ 913 | △ 506   | △ 600   | △ 700   | △ 450   | △ 718   |
| 投資有価証券の売却による収入 Proceeds from Sales of Investment Securities                  | 540     | 11      | 254   | 62      | —     | 42      | —       | 20      | 56      | —       |
| 投資有価証券の償還による収入 Gain on redemption of investment securities                   | —       | —       | —     | —       | —     | —       | 100     | —       | 350     | 300     |
| 有形・無形固定資産の取得による支出 Purchase of Tangible and Intangible Fixed Assets           | —       | —       | △ 578 | △ 873   | △ 423 | △ 1,417 | △ 2,766 | △ 2,104 | △ 1,277 | △ 1,316 |
| 有形固定資産の取得による支出 Purchase of Property, Plant and Equipment                     | △ 282   | △ 856   | —     | —       | —     | —       | —       | —       | —       | —       |
| 有形固定資産の除却による支出 Loss on retirement of Property, Plant and Equipment           | —       | —       | —     | —       | —     | —       | △ 39    | —       | —       | —       |
| 有形・無形固定資産の売却による収入 Gain on sales of Tangible and Intangible Fixed Assets      | —       | —       | —     | —       | —     | —       | 3       | 0       | 0       | 10      |
| 固定資産の売却による収入額 Proceeds from Sales of Fixed Assets                            | 154     | 1       | 1     | —       | —     | —       | —       | —       | —       | —       |
| 敷金・保証金の差入による支出額 Payments for Lease and Guarantee Deposits                    | —       | —       | —     | △ 302   | △ 28  | △ 53    | △ 79    | △ 26    | △ 3     | △ 4     |
| 敷金・保証金の回収による収入額 Proceeds from Collection of Lease and Guarantee Deposits     | —       | —       | —     | 340     | 23    | 94      | 55      | 7       | 3       | 227     |
| その他の投資の取得による支出額 Other payments                                               | △ 741   | △ 389   | △ 204 | —       | △ 0   | △ 49    | 100     | —       | △ 915   | △ 108   |
| その他の投資の処分による収入額 Other proceeds                                               | 18      | 13      | 16    | —       | —     | —       | —       | 250     | —       | —       |
| 投資活動によるキャッシュ・フロー Net Cash Provided by (Used in) Investing Activities         | △ 1,110 | △ 1,218 | △ 684 | △ 1,048 | △ 716 | △ 1,490 | △ 2,827 | △ 2,154 | △ 1,585 | △ 1,256 |
| 財務活動によるキャッシュ・フロー Net Cash Provided by (Used in) Financing Activities         |         |         |       |         |       |         |         |         |         |         |
| 自己株式の取得による支出 Purchase of treasury stock                                      | —       | —       | —     | —       | —     | —       | △0      | △0      | —       | —       |
| 自己株式の売却による収入 Proceeds from sales of treasury stock                           | —       | —       | —     | 2       | —     | —       | —       | —       | —       | —       |
| 配当金の支払額 Cash Dividends Paid                                                  | △ 121   | △ 242   | △ 291 | △ 404   | △ 484 | △ 487   | △ 647   | △ 810   | △ 570   | △ 567   |
| リース債務の返済による支出 Repayments of lease obligations                                | —       | —       | —     | —       | —     | —       | △ 167   | △ 342   | △ 431   | △ 455   |
| 財務活動によるキャッシュ・フロー Net Cash Provided by (Used in) Financing Activities         | △ 121   | △ 242   | △ 291 | △ 402   | △ 484 | △ 487   | △ 815   | △ 1,152 | △ 1,001 | △ 1,022 |
| 現金及び現金同等物に係る換算差額 Effect of Exchange Rate Change on Cash and Cash Equivalents | —       | —       | △ 1   | 13      | 2     | △ 0     | △ 3     | △ 1     | △ 3     | 5       |
| 現金及び現金同等物の増減額（減少：△） Net Increase (Decrease) in Cash and Cash Equivalents     | 39      | 658     | 195   | 1,433   | △ 199 | 76      | △ 810   | △ 1,028 | 2,137   | 2,061   |
| 現金及び現金同等物の期首残高 Cash and Cash Equivalents at Beginning of Period              | 4,985   | 5,025   | 5,684 | 5,879   | 7,312 | 7,113   | 7,189   | 6,379   | 5,351   | 7,489   |
| 現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period                    | 5,025   | 5,684   | 5,879 | 7,312   | 7,113 | 7,189   | 6,379   | 5,351   | 7,489   | 9,550   |

# 連結四半期業績 Consolidated Quarterly Operating Results

各事業年度／Fiscal Years

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit: ¥million

|                  |                                                     | 上半期 1st Half |        |        |        |        |        |         |         |        |        |        |
|------------------|-----------------------------------------------------|--------------|--------|--------|--------|--------|--------|---------|---------|--------|--------|--------|
|                  |                                                     | 2005         | 2006   | 2007   | 2008   | 2009   | 2010   | 2011    | 2012    | 2013   | 2014   | 2015   |
| 売上高              | Net Sales                                           | 12,570       | 10,906 | 10,096 | 11,073 | 11,033 | 12,196 | 13,125  | 15,338  | 14,698 | 16,150 | 15,363 |
| 売上原価             | Cost of Sales                                       | 9,533        | 7,877  | 7,417  | 8,150  | 8,301  | 9,328  | 10,070  | 11,659  | 11,718 | 12,936 | 11,735 |
| 売上総利益            | Gross Profit                                        | 3,036        | 3,029  | 2,678  | 2,922  | 2,732  | 2,868  | 3,055   | 3,678   | 2,979  | 3,214  | 3,627  |
| 販売費及び一般管理費       | Selling, General and Administrative Expenses        | 1,622        | 1,899  | 1,804  | 1,821  | 1,790  | 1,700  | 1,677   | 1,663   | 1,812  | 2,204  | 2,337  |
| 営業利益             | Operating Income                                    | 1,414        | 1,129  | 873    | 1,101  | 941    | 1,168  | 1,377   | 2,014   | 1,167  | 1,010  | 1,290  |
| 経常利益             | Ordinary Income                                     | 1,431        | 1,139  | 896    | 1,135  | 978    | 1,202  | 1,382   | 2,039   | 1,175  | 1,042  | 1,321  |
| 税金等調整前当期純利益      | Income before Income Taxes                          | 1,239        | 453    | 880    | 1,069  | 935    | 466    | 1,294   | 1,893   | 1,197  | 1,028  | 1,318  |
| 当期純利益            | Net Income                                          | 767          | 668    | 502    | 606    | 525    | 261    | 742     | 1,104   | 719    | 580    | 812    |
| 営業活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Operating Activities | 771          | 1,888  | 1,471  | 1,833  | 1,143  | 1,999  | 1,583   | 632     | 1,124  | 1,415  | 1,673  |
| 投資活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Investing Activities | △ 888        | △ 242  | △ 201  | △ 897  | △ 34   | △ 624  | △ 1,599 | △ 1,179 | △ 522  | △ 624  | △ 836  |
| 財務活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Financing Activities | △ 121        | △ 242  | △ 291  | △ 402  | △ 483  | △ 486  | △ 703   | △ 808   | △ 609  | △ 639  | △ 619  |
| 現金及び現金同等物の期首残高   | Cash and Cash Equivalents at Beginning of Period    | 4,985        | 5,025  | 5,684  | 5,879  | 7,312  | 7,113  | 7,189   | 6,379   | 5,351  | 7,489  | 9,550  |
| 現金及び現金同等物の期末残高   | Cash and Cash Equivalents at End of Period          | 4,746        | 6,428  | 6,662  | 6,412  | 7,944  | 8,000  | 6,466   | 5,022   | 5,343  | 7,645  | 9,775  |

|                  |                                                     | 下半期 2nd Half |         |        |         |        |         |         |         |         |         |         |
|------------------|-----------------------------------------------------|--------------|---------|--------|---------|--------|---------|---------|---------|---------|---------|---------|
|                  |                                                     | 2005         | 2006    | 2007   | 2008    | 2009   | 2010    | 2011    | 2012    | 2013    | 2014    | 2015(予) |
| 売上高              | Net Sales                                           | 13,780       | 12,295  | 12,901 | 12,485  | 13,962 | 13,930  | 14,858  | 17,265  | 14,592  | 16,349  | 16,336  |
| 売上原価             | Cost of Sales                                       | 10,540       | 8,878   | 9,398  | 9,396   | 10,408 | 10,860  | 11,447  | 14,064  | 11,186  | 11,883  | 11,864  |
| 売上総利益            | Gross Profit                                        | 3,240        | 3,417   | 3,503  | 3,089   | 3,553  | 3,069   | 3,411   | 3,201   | 3,405   | 4,465   | 4,472   |
| 販売費及び一般管理費       | Selling, General and Administrative Expenses        | 1,902        | 2,127   | 1,702  | 1,691   | 1,923  | 1,748   | 1,830   | 1,805   | 1,848   | 2,140   | 2,462   |
| 営業利益             | Operating Income                                    | 1,337        | 1,289   | 1,800  | 1,398   | 1,629  | 1,321   | 1,580   | 1,395   | 1,557   | 2,324   | 2,009   |
| 経常利益             | Ordinary Income                                     | 1,339        | 1,294   | 1,811  | 1,402   | 1,651  | 1,321   | 1,547   | 1,411   | 1,560   | 2,307   | 1,988   |
| 税金等調整前当期純利益      | Income before Income Taxes                          | 1,274        | 1,486   | 1,800  | 1,290   | 1,513  | 1,263   | 1,283   | 1,292   | 1,549   | 2,230   | 1,986   |
| 当期純利益            | Net Income                                          | 744          | 516     | 1,033  | 768     | 866    | 735     | 734     | 639     | 955     | 1,283   | 1,237   |
| 営業活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Operating Activities | 1,271        | 2,120   | 1,173  | 2,870   | 999    | 2,053   | 2,836   | 2,280   | 4,728   | 4,335   |         |
| 投資活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Investing Activities | △ 1,110      | △ 1,218 | △ 684  | △ 1,048 | △ 716  | △ 1,490 | △ 2,827 | △ 2,154 | △ 1,585 | △ 1,256 |         |
| 財務活動によるキャッシュ・フロー | Net Cash Provided by (Used in) Financing Activities | △ 121        | △ 242   | △ 291  | △ 402   | △ 484  | △ 487   | △ 815   | △ 1,152 | △ 1,001 | △ 1,022 |         |
| 現金及び現金同等物の期首残高   | Cash and Cash Equivalents at Beginning of Period    | 4,985        | 5,025   | 5,684  | 5,879   | 7,312  | 7,113   | 7,189   | 6,379   | 5,351   | 7,489   |         |
| 現金及び現金同等物の期末残高   | Cash and Cash Equivalents at End of Period          | 5,025        | 5,684   | 5,879  | 7,312   | 7,113  | 7,189   | 6,379   | 5,351   | 7,489   | 9,550   |         |



# 個別損益計算書 Non-Consolidated Statements of Income

3月31日に終了した事業年度／Years ended March 31

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

|            |                                              | 単位：百万円 / Unit: ¥million |        |        |        |        |        |        |        |        |        |         |  |
|------------|----------------------------------------------|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--|
|            |                                              | 2005                    | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015(予) |  |
| 売上高        | Net Sales                                    | 24,366                  | 22,744 | 22,400 | 22,826 | 24,167 | 25,084 | 26,865 | 31,337 | 27,851 | 30,077 | 28,962  |  |
| 売上原価       | Cost of Sales                                | 18,864                  | 16,570 | 16,530 | 17,151 | 18,244 | 19,659 | 20,782 | 24,911 | 21,924 | 23,418 | 22,088  |  |
| 売上総利益      | Gross Profit                                 | 5,502                   | 6,173  | 5,869  | 5,675  | 5,922  | 5,424  | 6,083  | 6,425  | 5,927  | 6,658  | 6,873   |  |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 3,129                   | 3,839  | 3,274  | 3,279  | 3,457  | 3,200  | 3,227  | 3,197  | 3,403  | 3,608  | 3,808   |  |
| 営業利益       | Operating Income                             | 2,373                   | 2,333  | 2,595  | 2,396  | 2,464  | 2,224  | 2,855  | 3,227  | 2,524  | 3,050  | 3,065   |  |
| 営業外収益      | Non-Operating Income                         | 33                      | 18     | 40     | 62     | 89     | 79     | 85     | 59     | 88     | 76     | 35      |  |
| 営業外費用      | Non-Operating Expenses                       | 1                       | —      | —      | 28     | 10     | 1      | 37     | 34     | 38     | 51     | 11      |  |
| 経常利益       | Ordinary Income                              | 2,405                   | 2,351  | 2,635  | 2,430  | 2,543  | 2,302  | 2,904  | 3,253  | 2,574  | 3,076  | 3,089   |  |
| 特別利益       | Extraordinary Income                         | 254                     | 38     | 122    | 22     | —      | 2      | 95     | —      | 24     | 10     | 0       |  |
| 特別損失       | Extraordinary Loss                           | 532                     | 549    | 165    | 211    | 189    | 796    | 465    | 268    | 14     | 101    | 5       |  |
| 税引前当期純利益   | Income before Income Taxes                   | 2,127                   | 1,841  | 2,593  | 2,241  | 2,354  | 1,507  | 2,534  | 2,984  | 2,584  | 2,984  | 3,084   |  |
| 法人税等合計     | Total Income Taxes                           | 841                     | 715    | 1,113  | 939    | 997    | 624    | 1,053  | 1,371  | 997    | 1,208  | 1,134   |  |
| 当期純利益      | Net Income                                   | 1,285                   | 1,125  | 1,479  | 1,302  | 1,356  | 882    | 1,480  | 1,612  | 1,586  | 1,776  | 1,950   |  |

収益性指標 Profitability Indicators

3月31日に終了した事業年度／Years ended March 31

上段：連結、下段：個別

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit: ¥million

|             |                          | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015(予) |
|-------------|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| <収益実績指標>    | Profitability Indicators |        |        |        |        |        |        |        |        |        |        |         |
| 売上高         | Net Sales                | 26,351 | 23,202 | 22,997 | 23,559 | 24,996 | 26,127 | 27,984 | 32,604 | 29,290 | 32,500 | 31,700  |
|             |                          | 24,366 | 22,744 | 22,400 | 22,826 | 24,167 | 25,084 | 26,865 | 31,337 | 27,851 | 30,077 | 28,962  |
| 売上総利益       | Gross Profit             | 6,276  | 6,446  | 6,181  | 6,012  | 6,285  | 5,938  | 6,466  | 6,879  | 6,385  | 7,680  | 8,100   |
|             |                          | 5,502  | 6,173  | 5,869  | 5,675  | 5,922  | 5,424  | 6,083  | 6,425  | 5,927  | 6,658  | 6,873   |
| 営業利益        | Operating Income         | 2,752  | 2,419  | 2,674  | 2,499  | 2,571  | 2,489  | 2,957  | 3,410  | 2,724  | 3,335  | 3,300   |
|             |                          | 2,373  | 2,333  | 2,595  | 2,396  | 2,464  | 2,224  | 2,855  | 3,227  | 2,524  | 3,050  | 3,065   |
| 経常利益        | Ordinary Income          | 2,771  | 2,434  | 2,707  | 2,537  | 2,630  | 2,524  | 2,930  | 3,450  | 2,736  | 3,350  | 3,310   |
|             |                          | 2,405  | 2,351  | 2,635  | 2,430  | 2,543  | 2,302  | 2,904  | 3,253  | 2,574  | 3,076  | 3,089   |
| 当期純利益       | Net Income               | 1,511  | 1,184  | 1,535  | 1,374  | 1,392  | 997    | 1,476  | 1,743  | 1,674  | 1,863  | 2,050   |
|             |                          | 1,285  | 1,125  | 1,479  | 1,302  | 1,356  | 882    | 1,480  | 1,612  | 1,586  | 1,776  | 1,950   |
| 単位：％／Unit：％ |                          |        |        |        |        |        |        |        |        |        |        |         |
| <収益力指標>     | Profitability Indicators |        |        |        |        |        |        |        |        |        |        |         |
| 売上総利益率      | Gross Profit Ratio       | 23.8%  | 27.8%  | 26.9%  | 25.5%  | 25.1%  | 22.7%  | 23.1%  | 21.1%  | 21.8%  | 23.6%  | 25.6%   |
|             |                          | 22.6%  | 27.1%  | 26.2%  | 24.9%  | 24.5%  | 21.6%  | 22.6%  | 20.5%  | 21.3%  | 22.1%  | 23.7%   |
| 売上高営業利益率    | Operating Income Ratio   | 10.4%  | 10.4%  | 11.6%  | 10.6%  | 10.3%  | 9.5%   | 10.6%  | 10.5%  | 9.3%   | 10.3%  | 10.4%   |
|             |                          | 9.7%   | 10.3%  | 11.6%  | 10.5%  | 10.2%  | 8.9%   | 10.6%  | 10.3%  | 9.1%   | 10.1%  | 10.6%   |
| 売上高経常利益率    | Ordinary Income Ratio    | 10.5%  | 10.5%  | 11.8%  | 10.8%  | 10.5%  | 9.7%   | 10.5%  | 10.6%  | 9.3%   | 10.3%  | 10.4%   |
|             |                          | 9.9%   | 10.3%  | 11.8%  | 10.6%  | 10.5%  | 9.2%   | 10.8%  | 10.4%  | 9.2%   | 10.2%  | 10.7%   |
| 売上高当期純利益率   | Return on Sales          | 5.7%   | 5.1%   | 6.7%   | 5.8%   | 5.6%   | 3.8%   | 5.3%   | 5.3%   | 5.7%   | 5.7%   | 6.5%    |
|             |                          | 5.3%   | 5.0%   | 6.6%   | 5.7%   | 5.6%   | 3.5%   | 5.5%   | 5.1%   | 5.7%   | 5.9%   | 6.7%    |

単位：％ / Unit：％

安全性指標 Safety Indicators

3月31日現在／At March 31

上段：連結、下段：個別

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit: ¥million

| <資本・資産指標>                     |                     | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   |
|-------------------------------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Capital and Assets Indicators |                     |        |        |        |        |        |        |        |        |        |        |
| 総資産                           | Total Assets        | 17,259 | 17,215 | 19,202 | 18,164 | 19,730 | 19,965 | 23,132 | 26,506 | 25,066 | 26,595 |
|                               |                     | 16,124 | 16,808 | 18,710 | 17,585 | 19,547 | 19,773 | 22,914 | 26,197 | 24,480 | 26,299 |
| 流動負債                          | Current Liabilities | 5,652  | 4,782  | 6,088  | 4,446  | 5,214  | 4,625  | 6,387  | 8,867  | 6,703  | 7,540  |
|                               |                     | 5,403  | 4,748  | 6,000  | 4,332  | 5,549  | 5,045  | 6,777  | 9,294  | 7,004  | 8,512  |
| 自己資本                          | Equity Capital      | 8,756  | 9,822  | 10,880 | 11,793 | 12,658 | 13,194 | 14,020 | 14,961 | 16,160 | 16,582 |
|                               |                     | 8,050  | 9,535  | 10,534 | 11,379 | 12,206 | 12,608 | 13,433 | 14,249 | 15,301 | 16,254 |
| 流動資産                          | Current Assets      | 12,340 | 11,558 | 13,189 | 12,488 | 13,558 | 12,774 | 13,120 | 15,235 | 13,845 | 16,149 |
|                               |                     | 11,175 | 11,111 | 12,664 | 11,874 | 13,351 | 12,532 | 12,827 | 14,889 | 12,891 | 15,670 |
| 固定資産                          | Noncurrent Assets   | 4,919  | 5,657  | 6,012  | 5,676  | 6,172  | 7,191  | 10,012 | 11,271 | 11,221 | 10,446 |
|                               |                     | 4,948  | 5,697  | 6,045  | 5,710  | 6,195  | 7,241  | 10,086 | 11,307 | 11,589 | 10,629 |

※ 自己資本…株主資本合計+評価・換算差額等合計 \* Equity Capital = Total Shareholders' Equity + Total Valuation and Translation Adjustments

単位：％ / Unit：％

| <安全性指標>       |                      | Short-term Safety Indicators |        |        |        |        |        |        |        |        |        |
|---------------|----------------------|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Ratio |                      |                              |        |        |        |        |        |        |        |        |        |
| 流動比率          | Current Ratio        | 218.3%                       | 241.7% | 216.6% | 280.8% | 260.0% | 276.2% | 205.4% | 171.8% | 206.5% | 214.2% |
|               |                      | 206.8%                       | 234.0% | 211.0% | 274.1% | 240.6% | 248.4% | 189.3% | 160.2% | 184.1% | 184.1% |
| 固定比率          | Fixed Ratio          | 56.2%                        | 57.6%  | 55.3%  | 48.1%  | 48.8%  | 54.5%  | 71.4%  | 75.3%  | 69.4%  | 63.0%  |
|               |                      | 61.5%                        | 59.8%  | 57.4%  | 50.2%  | 50.8%  | 57.4%  | 75.1%  | 79.4%  | 75.7%  | 65.4%  |
| 負債比率          | Debt to Equity Ratio | 97.1%                        | 75.3%  | 76.5%  | 54.0%  | 55.9%  | 51.3%  | 65.0%  | 77.2%  | 55.1%  | 60.4%  |
|               |                      | 100.3%                       | 76.3%  | 77.6%  | 54.5%  | 60.1%  | 56.8%  | 70.6%  | 83.9%  | 60.0%  | 61.8%  |
| 自己資本比率        | Equity Ratio         | 50.7%                        | 57.1%  | 56.7%  | 64.9%  | 64.2%  | 66.1%  | 60.6%  | 56.4%  | 64.5%  | 62.3%  |
|               |                      | 49.9%                        | 56.7%  | 56.3%  | 64.7%  | 62.4%  | 63.8%  | 58.6%  | 54.4%  | 62.5%  | 61.8%  |

※ 流動比率…流動資産/流動負債 \* Current Ratio = Current Assets / Current Liabilities

※ 固定比率…固定資産/自己資本 \* Fixed Ratio = Noncurrent Assets / Equity Capital

※ 負債比率…他人資本/自己資本 \* Debt to Equity Ratio = Borrowed Capital / Equity Capital

※ 自己資本比率…自己資本/総資本 \* Equity Ratio = Equity Capital / Total Capital

# 効率性・成長性指標 Efficiency and Growth Indicators

3月31日に終了した事業年度/Years ended March 31

上段：連結、下段：個別

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：回 / Unit : Turnover Unit : Turnover

|         |                            | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015(予) |
|---------|----------------------------|------|------|------|------|------|------|------|------|------|------|---------|
| <効率性指標> | Efficiency Indicators      |      |      |      |      |      |      |      |      |      |      |         |
| 総資産回転率  | Total Assets Turnover      | 1.6  | 1.3  | 1.3  | 1.3  | 1.3  | 1.3  | 1.3  | 1.3  | 1.1  | 1.3  |         |
|         |                            | 1.6  | 1.4  | 1.3  | 1.3  | 1.3  | 1.3  | 1.3  | 1.3  | 1.1  | 1.2  |         |
| 固定資産回転率 | Noncurrent Assets Turnover | 5.3  | 4.4  | 3.9  | 4.0  | 4.2  | 3.9  | 3.3  | 3.1  | 2.6  | 3.0  |         |
|         |                            | 4.6  | 4.3  | 3.8  | 3.9  | 4.1  | 3.7  | 3.1  | 2.9  | 2.4  | 2.7  |         |

※ 総資産回転率・・・売上高/期首・期末平均総資産 \* Total Assets Turnover = Net Sales / Average Total Assets at Beginning and End of Year

※ 有形固定資産回転率・・・売上高/期首・期末平均有形固定資産 \* Property, Plant and Equipment Turnover = Net Sales / Average Property, Plant and Equipment at Beginning and End of Year

単位：％ / Unit : ％ : ％ / Unit : ％

|          |                              |         |        |       |        |      |        |       |       |        |   |       |
|----------|------------------------------|---------|--------|-------|--------|------|--------|-------|-------|--------|---|-------|
| <成長性指標>  | Growth Indicators            |         |        |       |        |      |        |       |       |        |   |       |
| 売上高成長率   | Sales Growth Rate            | 26.5%   | -11.9% | -0.9% | 2.4%   | 6.1% | 4.5%   | 7.1%  | 16.5% | -10.2% | - | -2.5% |
|          |                              | 26.2%   | -6.7%  | -1.5% | 1.9%   | 5.9% | 3.8%   | 7.1%  | 16.6% | -11.1% | - | -3.7% |
| 営業利益成長率  | Operating Income Growth Rate | 24.9%   | -12.1% | 10.5% | -6.5%  | 2.8% | -3.2%  | 18.8% | 15.3% | -20.1% | - | -1.1% |
|          |                              | 25.6%   | -1.7%  | 11.2% | -7.6%  | 2.8% | -9.7%  | 28.4% | 13.0% | -21.8% | - | 0.5%  |
| 経常利益成長率  | Ordinary Income Growth Rate  | 24.4%   | -12.2% | 11.2% | -6.3%  | 3.6% | -4.0%  | 16.1% | 17.7% | -20.7% | - | -1.2% |
|          |                              | 24.8%   | -2.2%  | 12.1% | -7.8%  | 4.6% | -9.5%  | 26.1% | 12.0% | -20.9% | - | 0.4%  |
| 当期純利益成長率 | Net Income Growth Rate       | 509.0%  | -21.6% | 29.6% | -10.5% | 1.3% | -28.4% | 48.1% | 18.1% | -3.9%  | - | 10.0% |
|          |                              | 1495.3% | -12.4% | 31.4% | -12.0% | 4.1% | -34.9% | 67.7% | 8.9%  | -1.6%  | - | 9.8%  |

投資指標 Return Indicators

3月31日に終了した事業年度／Years ended March 31

上段：連結、下段：個別

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

単位：百万円 / Unit: ¥million

|               |                                                    | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   | 2015(予) |
|---------------|----------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| < 基礎指標 >      | Basic Indicators                                   |        |        |        |        |        |        |        |        |        |        |         |
| 総資産           | Total Assets                                       | 17,259 | 17,215 | 19,202 | 18,164 | 19,730 | 19,965 | 23,132 | 26,506 | 25,066 | 26,595 |         |
|               |                                                    | 16,124 | 16,808 | 18,710 | 17,585 | 19,547 | 19,773 | 22,914 | 26,197 | 24,480 | 26,299 |         |
| 期首・期末平均総資産    | Average Total Capital at Beginning and End of Year | 16,165 | 17,237 | 18,208 | 18,683 | 18,947 | 19,848 | 21,549 | 24,819 | 25,786 | -      |         |
|               |                                                    | 15,109 | 16,466 | 17,759 | 18,147 | 18,566 | 19,660 | 21,343 | 24,555 | 25,339 | -      |         |
| 期首・期末平均自己資本   | Average Equity at Beginning and End of Year        | 8,100  | 9,289  | 10,351 | 11,337 | 12,225 | 12,926 | 13,607 | 14,491 | 15,560 | -      |         |
|               |                                                    | 7,503  | 8,793  | 10,035 | 10,957 | 11,792 | 12,407 | 13,020 | 13,841 | 14,775 | -      |         |
| 売上高           | Net Sales                                          | 26,351 | 23,202 | 22,997 | 23,559 | 24,996 | 26,127 | 27,984 | 32,604 | 29,290 | 32,500 | 31,700  |
|               |                                                    | 24,366 | 22,744 | 22,400 | 22,826 | 24,167 | 25,084 | 26,865 | 31,337 | 27,851 | 30,077 | 28,962  |
| 当期純利益         | Net Income                                         | 1,511  | 1,184  | 1,535  | 1,374  | 1,392  | 997    | 1,476  | 1,743  | 1,674  | 1,863  | 2,050   |
|               |                                                    | 1,285  | 1,125  | 1,479  | 1,302  | 1,356  | 882    | 1,480  | 1,612  | 1,586  | 1,776  | 1,950   |
| 単位：％ ／ Unit：％ |                                                    |        |        |        |        |        |        |        |        |        |        |         |
| < ROE と ROA > | ROE and ROA                                        |        |        |        |        |        |        |        |        |        |        |         |
| 自己資本利益率 [ROE] | Return on Equity                                   | 18.7%  | 12.8%  | 14.8%  | 12.1%  | 11.4%  | 7.7%   | 10.9%  | 12.0%  | 10.8%  | 11.4%  |         |
|               |                                                    | 17.1%  | 12.8%  | 14.7%  | 11.9%  | 11.5%  | 7.1%   | 11.4%  | 11.7%  | 10.7%  | 11.3%  |         |
| 総資産利益率 [ROA]  | Return on Assets [ROA]                             | 17.1%  | 14.1%  | 14.9%  | 13.6%  | 13.9%  | 12.7%  | 13.6%  | 13.9%  | 10.6%  | 13.0%  |         |
|               |                                                    | 15.9%  | 14.3%  | 14.8%  | 13.4%  | 13.7%  | 11.7%  | 13.6%  | 13.2%  | 10.2%  | 12.1%  |         |

※ 自己資本利益率・・・当期純利益/期首・期末平均自己資本 \* Return on Equity = Net Income / Average Equity at Beginning and End of Year

※ 総資産利益率・・・事業利益/期首・期末平均総資産 \* Return on Assets = Earnings before Interests and Taxes / Average Total Assets at Beginning and End of Year

投資指標 Return Indicators

3月31日に終了した事業年度／Years ended March 31

上段：連結、下段：個別

※2015年3月期より売上計上基準を変更しており、2014年3月期実績については遡及処理後の数値を記載

|                      |                                                                                          | 2005             | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014     | 2015(予) |
|----------------------|------------------------------------------------------------------------------------------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|---------|
| <1株当たり指標>            |                                                                                          | Stock Indicators |        |        |        |        |        |        |        |        |          |         |
| 期末発行済株式数(連結) (千株)    | Number of Outstanding Shares at the End of the Period<br>(Consolidated: Thousand Shares) | 8,100            | 16,200 | 16,200 | 16,200 | 16,200 | 16,200 | 16,200 | 16,200 | 16,200 | 16,200   | 16,200  |
| 1株当たり配当額 (円)         | Dividends per Share (¥)                                                                  | 30.00            | 18.00  | 25.00  | 30.00  | 30.00  | 40.00  | 40.00  | 35.00  | 35.00  | 35.00    | 35.00   |
| 1株当たり当期純利益 [EPS] (円) | Earnings per Share [EPS] (¥)                                                             | 179.11           | 73.15  | 94.82  | 84.87  | 85.96  | 61.57  | 90.69  | 107.64 | 103.39 | 117.37   | 126.54  |
|                      |                                                                                          | 151.97           | 69.51  | 91.33  | 80.40  | 83.73  | 54.50  | 91.40  | 99.55  | 97.95  | 111.99   | 120.37  |
| 1株当たり純資産額 [BPS] (円)  | Book Value per Share [BPS] (¥)                                                           | 1,073.62         | 606.40 | 671.73 | 728.01 | 781.36 | 814.46 | 865.48 | 923.56 | 994.34 | 1,043.19 |         |
|                      |                                                                                          | 987.26           | 588.67 | 650.38 | 702.44 | 753.48 | 778.31 | 829.22 | 879.58 | 944.58 | 1,023.97 |         |

|                   |                                                                              |                        |        |        |       |       |        |        |        |        |        |       |
|-------------------|------------------------------------------------------------------------------|------------------------|--------|--------|-------|-------|--------|--------|--------|--------|--------|-------|
| <株価指標>            |                                                                              | Stock Price Indicators |        |        |       |       |        |        |        |        |        |       |
| 期末株価 (円)          | Stock Price at the End of the Period (¥)                                     | 1,785                  | 1,658  | 1,026  | 592   | 570   | 640    | 1,230  | 1,193  | 1,115  | 1,151  |       |
| 期末時価総額(連結) (百万円)  | Aggregate Market Price at the End of the Period<br>(Consolidated: ¥ million) | 14,459                 | 26,860 | 16,621 | 9,590 | 9,234 | 10,368 | 19,926 | 19,327 | 18,063 | 18,646 |       |
| 株価収益率 [PER] (倍)   | Price to Earnings Ratio [PER] (Times)                                        | 10.0                   | 22.7   | 10.8   | 7.0   | 6.6   | 10.4   | 13.6   | 11.1   | 10.8   | 9.8    |       |
|                   |                                                                              | 11.7                   | 23.9   | 11.2   | 7.4   | 6.8   | 11.7   | 13.5   | 12.0   | 11.4   | 10.3   |       |
| 株価純資産倍率 [PBR] (倍) | Price to Book Value Ratio [PBR] (Times)                                      | 1.7                    | 2.7    | 1.5    | 0.8   | 0.7   | 0.8    | 1.4    | 1.3    | 1.1    | 1.1    |       |
|                   |                                                                              | 1.8                    | 2.8    | 1.6    | 0.8   | 0.8   | 0.8    | 1.5    | 1.4    | 1.2    | 1.1    |       |
| 配当性向              | Dividend Payout Ratio                                                        | 16.7%                  | 24.6%  | 26.4%  | 35.3% | 34.9% | 65.0%  | 44.1%  | 32.5%  | 33.9%  | 29.8%  | 27.7% |
|                   |                                                                              | 19.7%                  | 25.9%  | 27.4%  | 37.3% | 35.8% | 73.4%  | 43.8%  | 35.2%  | 35.7%  | 31.3%  | 29.1% |
| 配当利回り             | Dividend Yield                                                               | 1.7%                   | 1.1%   | 2.4%   | 5.1%  | 5.3%  | 6.3%   | 3.3%   | 2.9%   | 3.1%   | 3.0%   |       |

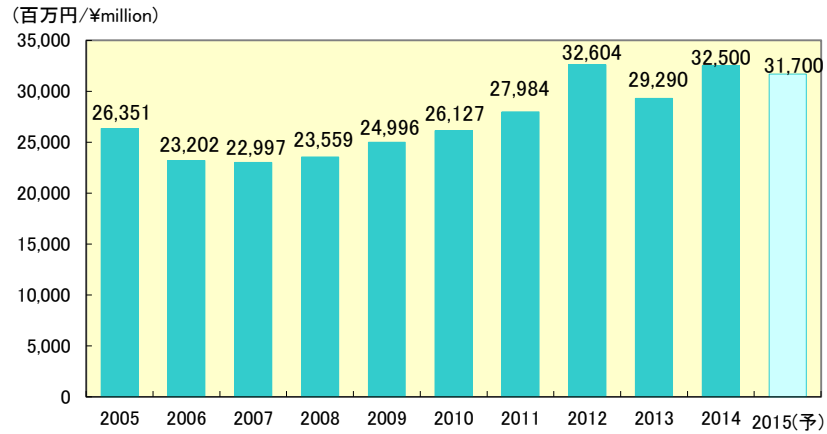
※ 株価収益率・・・株価/1株当たり当期純利益 \* Price to Earnings Ratio = Stock Price / Earnings per Share

※ 株価純資産倍率・・・株価/1株当たり純資産 \* Price to Book Value Ratio = Stock Price / Book Value per Share

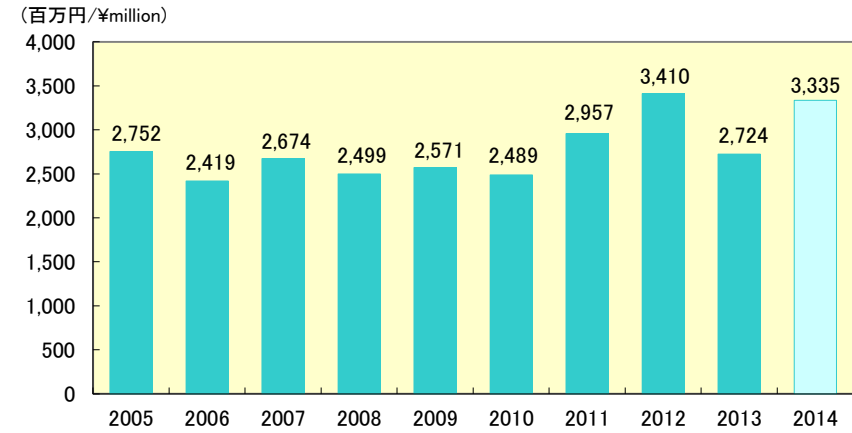
※ 配当性向・・・1株あたり配当額/1株当たり純利益 \* Dividend Payout Ratio = Dividends per Share / Earnings per Share

※ 配当利回り・・・1株あたり配当額/期末株価 \* Dividend Yield = Dividends per Share / Stock Price

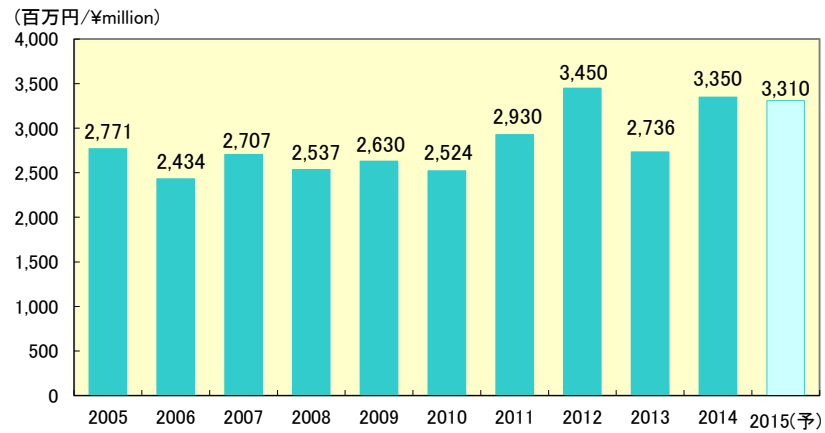
売上高 Net Sales



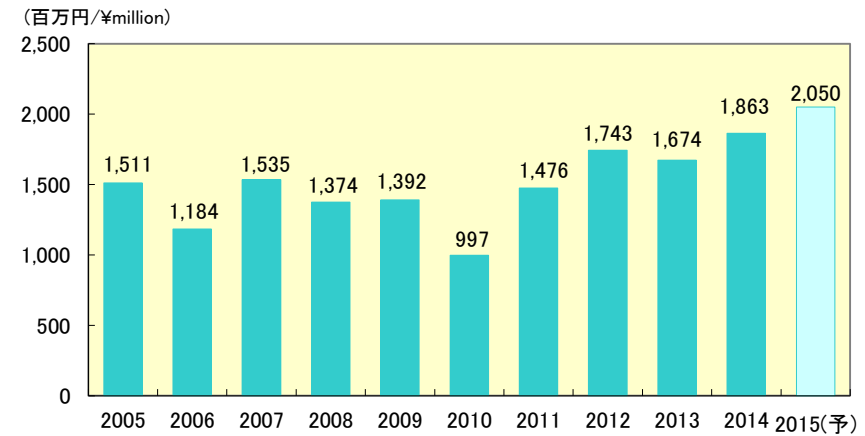
営業利益 Operating Income



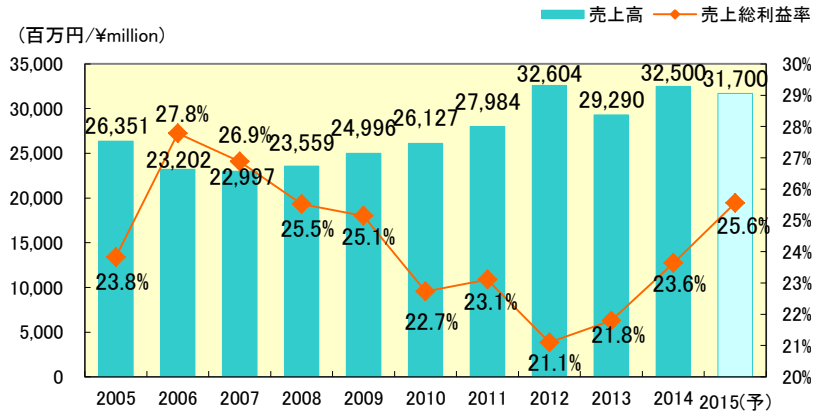
経常利益 Ordinary Income



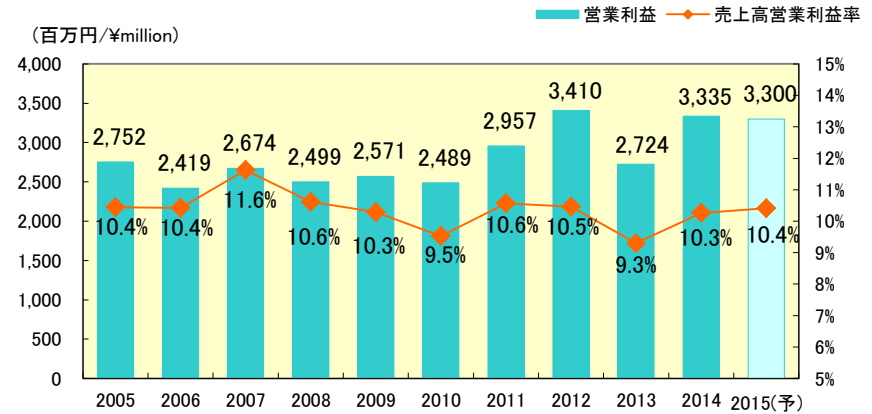
当期純利益 Net Income



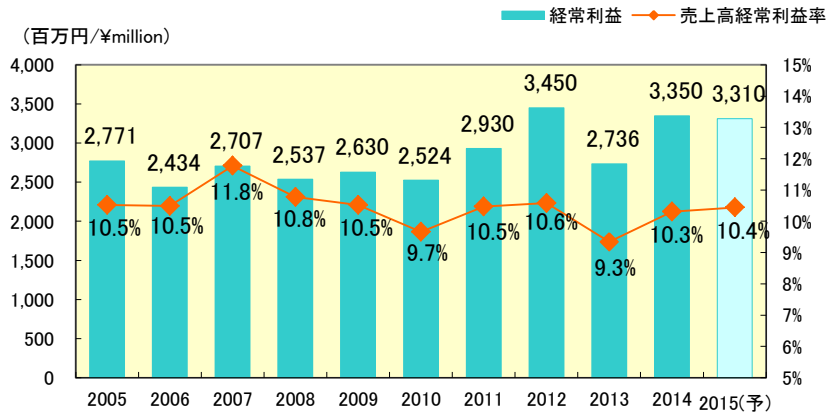
売上総利益率／売上高 Gross Profit Ratio／Net Sales



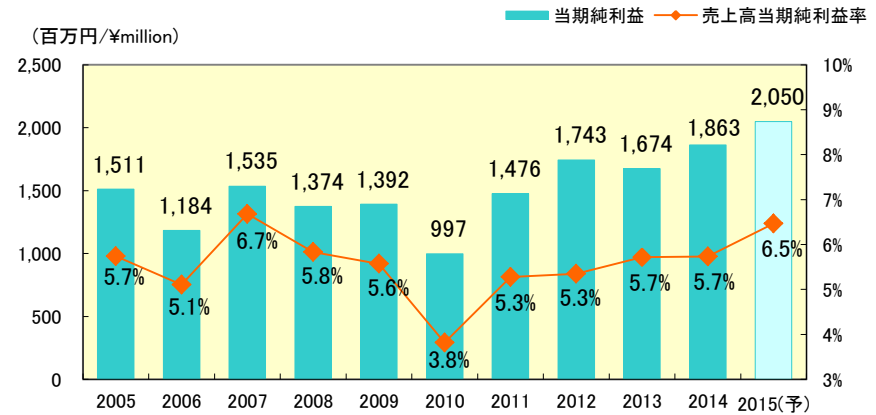
売上高営業利益率／営業利益 Operating Income Ratio／Operating Income



売上高経常利益率／経常利益 Ordinary Income Ratio／Ordinary Income

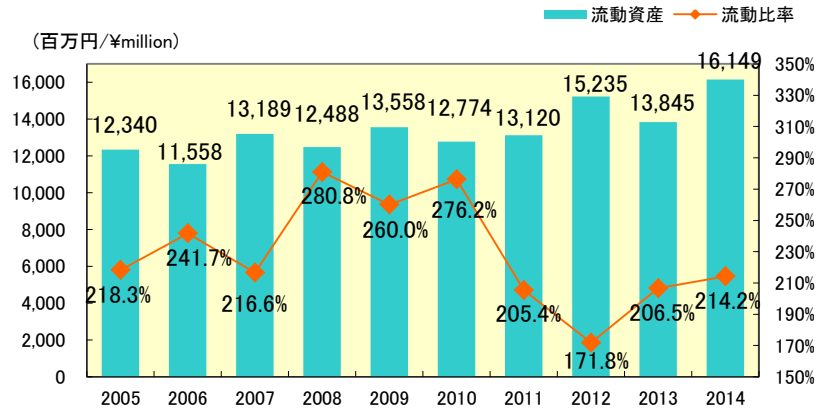


売上高当期純利益率／当期純利益 Return on Sales／Net Income

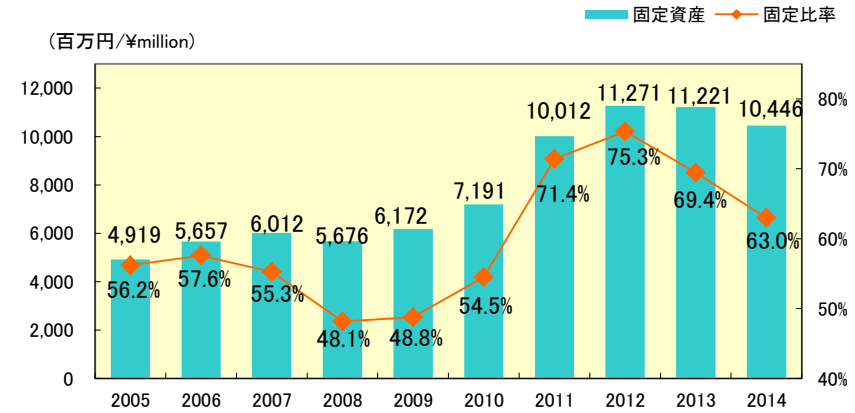




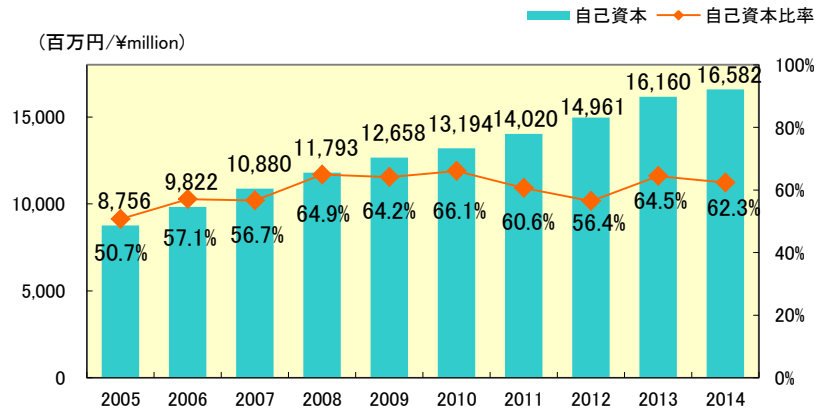
流動比率／流動資産 Current Ratio／Current Assets



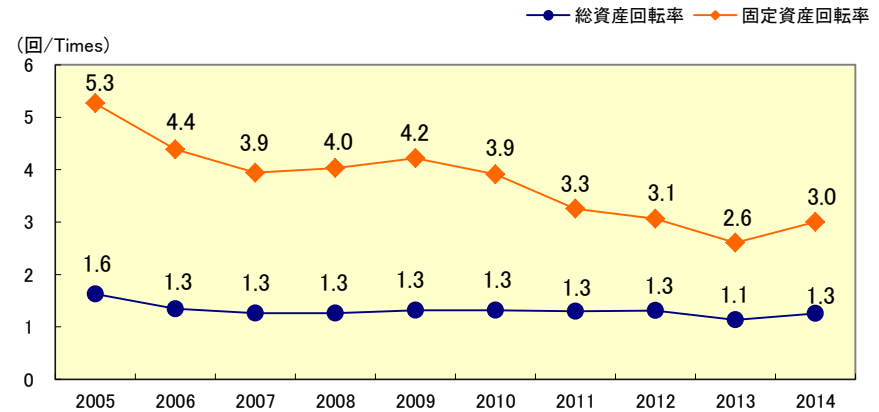
固定比率／固定資産 Fixed Ratio／Noncurrent Assets



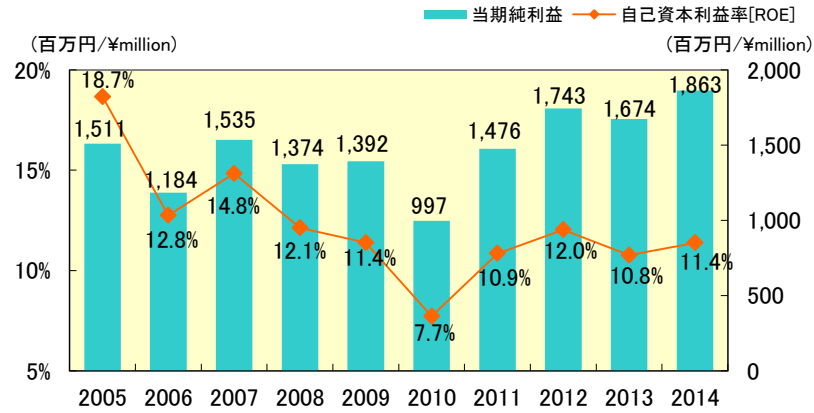
自己資本比率／自己資本 Equity Ratio／Equity Capital



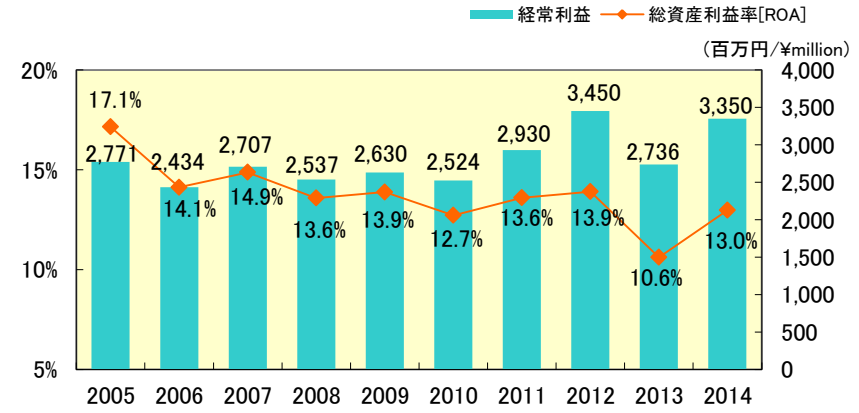
総資産回転率／固定資産回転率 Total Assets Turnover／Noncurrent Assets Turnover



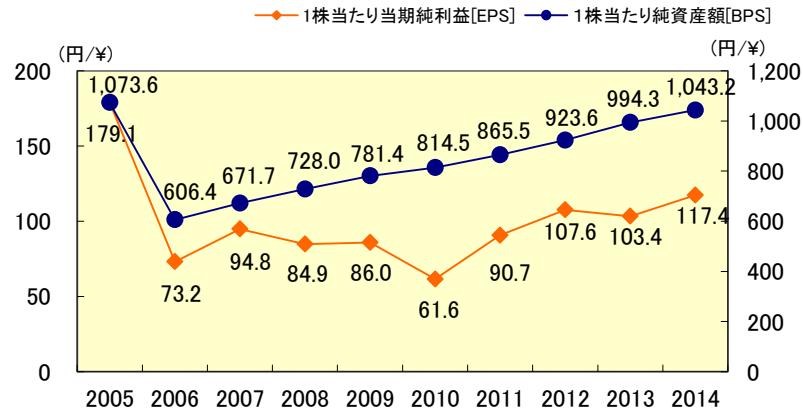
自己資本利益率[ROE]／当期純利益 Return on Equity／Net Income



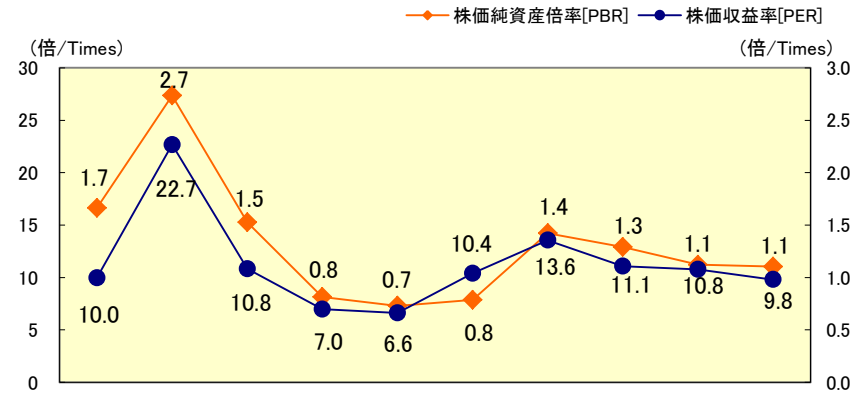
総資産利益率 [ROA] ／経常利益 Return on Assets／Ordinary Income



1株当たり当期純利益[EPS]／1株当たり純資産額[BPS]



株価収益率[PER]／株価純資産倍率[PBR]



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