

Fact Book 2014



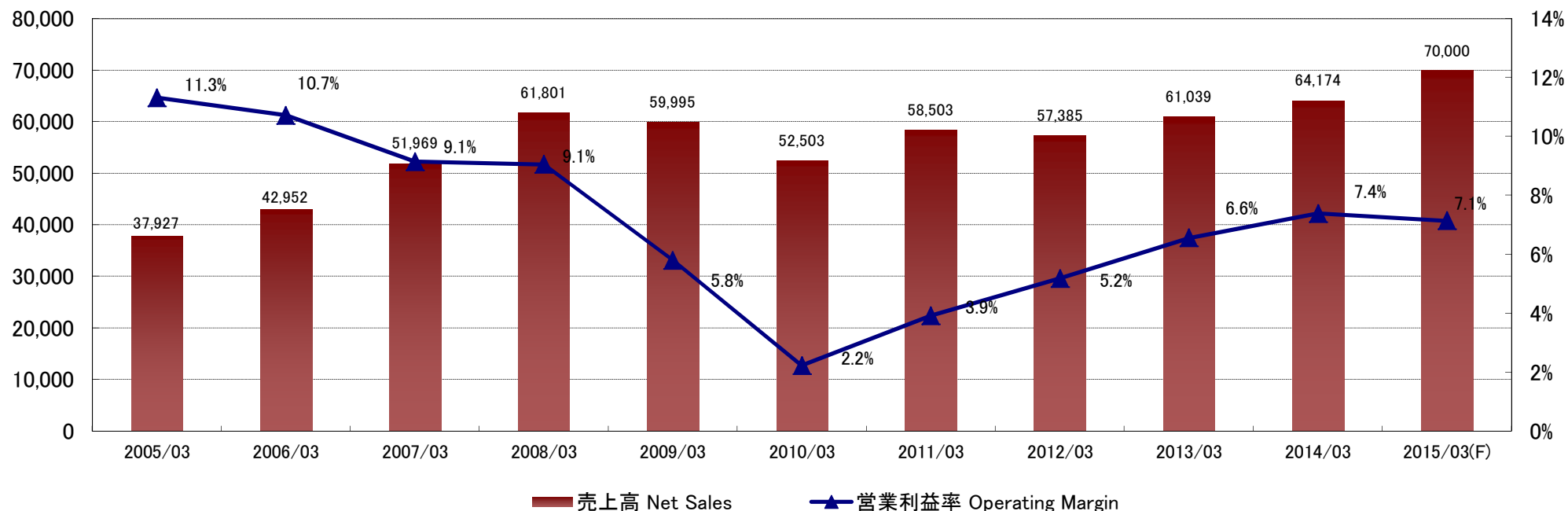
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■ 連結財務ハイライト Consolidated Financial Highlights 【長期業績推移 Long-term Achievement Summary & Focus】

□ 売上高および営業利益率

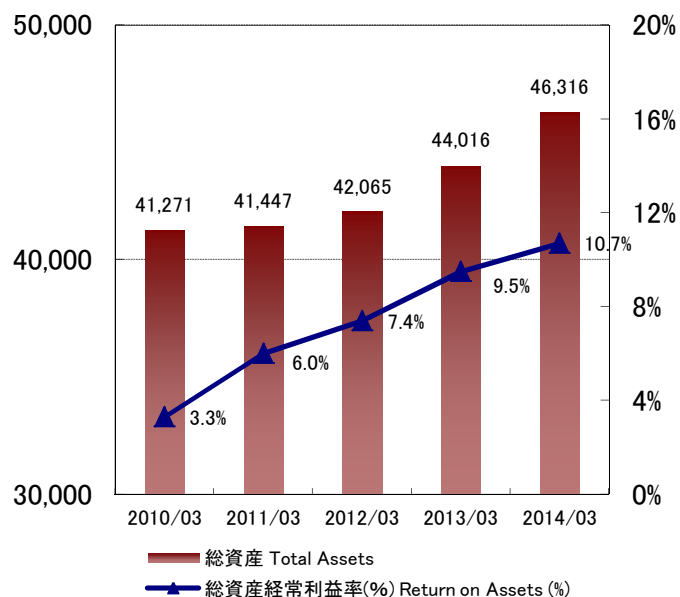
Net Sales ,Operating Margin



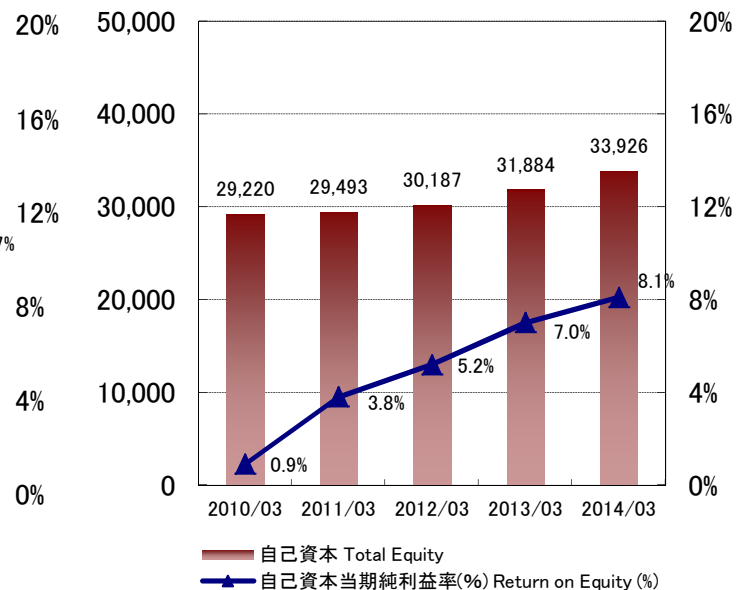
| | | (百万円 Millions of yen) | | | | | | | | | | |
|-------|------------------|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| | | 2005/03 | 2006/03 | 2007/03 | 2008/03 | 2009/03 | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 | 2015/03(F) |
| 売上高 | Net Sales | 37,927 | 42,952 | 51,969 | 61,801 | 59,995 | 52,503 | 58,503 | 57,385 | 61,039 | 64,174 | 70,000 |
| 営業利益 | Operating Income | 4,291 | 4,605 | 4,754 | 5,598 | 3,482 | 1,170 | 2,296 | 2,973 | 4,003 | 4,741 | 5,000 |
| 営業利益率 | Operating Margin | 11.3% | 10.7% | 9.1% | 9.1% | 5.8% | 2.2% | 3.9% | 5.2% | 6.6% | 7.4% | 7.1% |
| 当期純利益 | Net Income | 2,365 | 2,655 | 2,565 | 2,941 | 1,513 | 278 | 1,124 | 1,555 | 2,177 | 2,653 | 2,800 |

■ 連結財務ハイライト Consolidated Financial Highlights 【効率性・安全性 Efficiency/Stability】

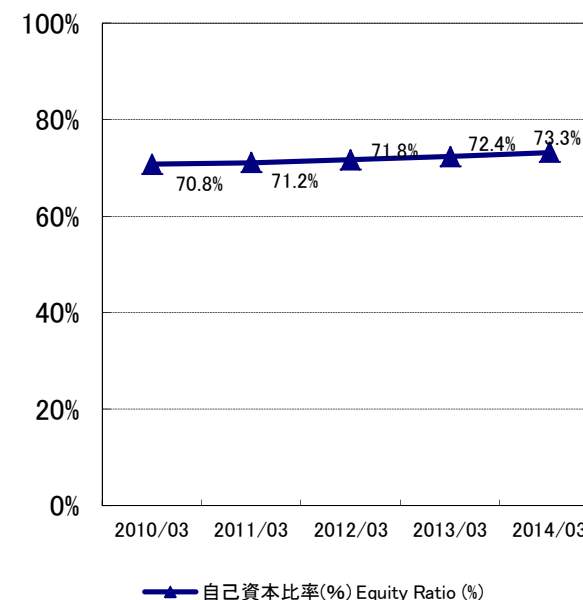
□ 総資産および総資産経常利益率
Total Assets and Return on Assets



□ 自己資本および自己資本当期純利益率
Total Equity and Return on Equity



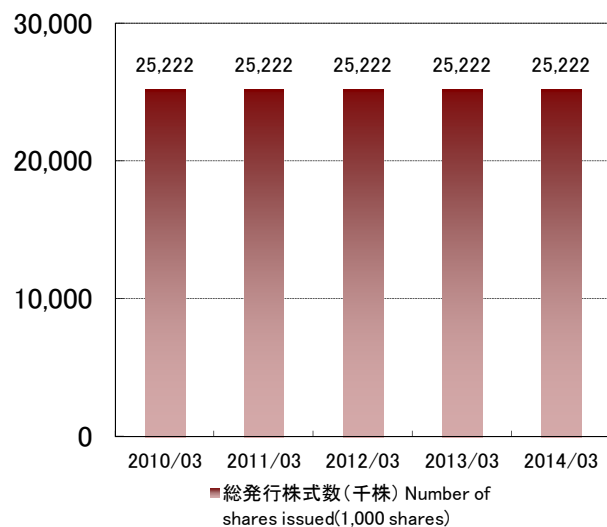
□ 自己資本比率
Equity Ratio



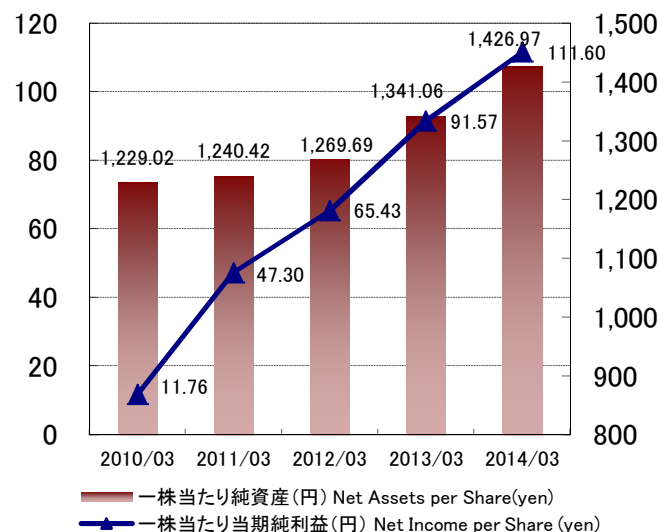
| | | (百万円 Millions of yen) | | | | |
|---------------|----------------------|-----------------------|---------|---------|---------|---------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
| 総資産 | Total Assets | 41,271 | 41,447 | 42,065 | 44,016 | 46,316 |
| 総資産経常利益率(%) | Return on Assets (%) | 3.3% | 6.0% | 7.4% | 9.5% | 10.7% |
| 自己資本 | Total Equity | 29,220 | 29,493 | 30,187 | 31,884 | 33,926 |
| 自己資本当期純利益率(%) | Return on Equity (%) | 0.9% | 3.8% | 5.2% | 7.0% | 8.1% |
| 自己資本比率(%) | Equity Ratio (%) | 70.8% | 71.2% | 71.8% | 72.4% | 73.3% |

■ 連結財務ハイライト Consolidated Financial Highlights 【投資指標 Investment Indicators】

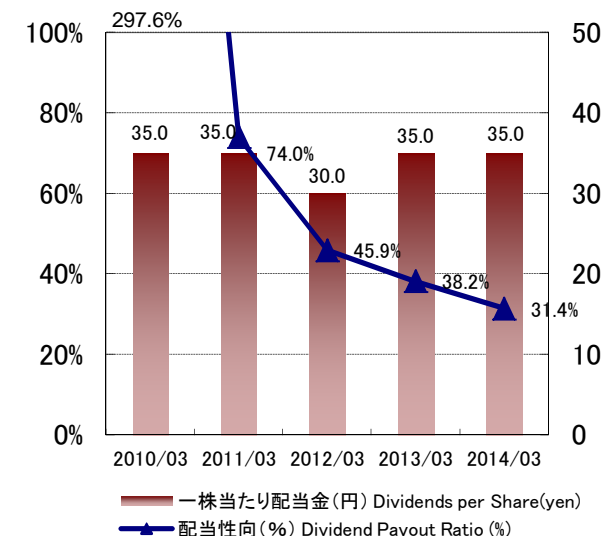
□ 総発行株式数
Number of shares issued



□ 一株当たり当期純利益および純資産
Net Income, Net Assets per Share



□ 一株当たり配当金および配当性向
Dividends per Share, Dividend Payout Ratio

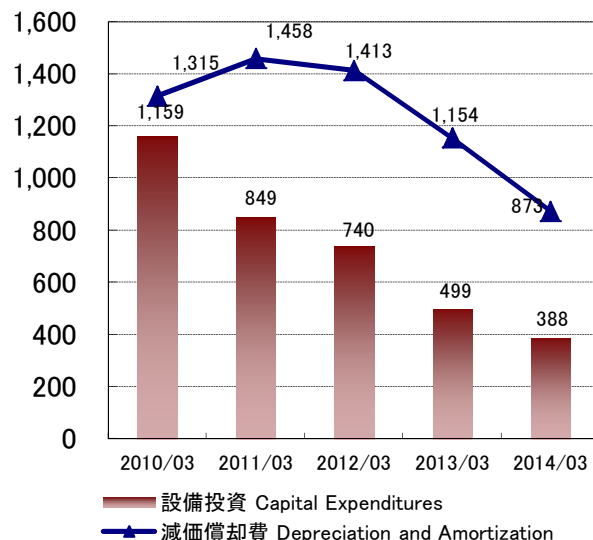


| | | (百万円 Millions of yen) | | | | |
|---------------|---------------------------------------|-----------------------|----------|----------|----------|----------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
| 総発行株式数(千株) | Number of shares issued(1,000 shares) | 25,222 | 25,222 | 25,222 | 25,222 | 25,222 |
| 一株当たり当期純利益(円) | Net Income per Share (yen) | 11.76 | 47.30 | 65.43 | 91.57 | 111.60 |
| 一株当たり純資産(円) | Net Assets per Share(yen) | 1,229.02 | 1,240.42 | 1,269.69 | 1,341.06 | 1,426.97 |
| 一株当たり配当金(円) | Dividends per Share(yen) | 35.0 | 35.0 | 30.0 | 35.0 | 35.0 |
| 配当性向(%) | Dividend Payout Ratio (%) | 297.6% | 74.0% | 45.9% | 38.2% | 31.4% |
| 純資産配当率(%) | Dividend on Equity (%) | 2.8% | 2.8% | 2.4% | 2.7% | 2.5% |

■ 連結財務ハイライト Consolidated Financial Highlights 【その他 Other Data】

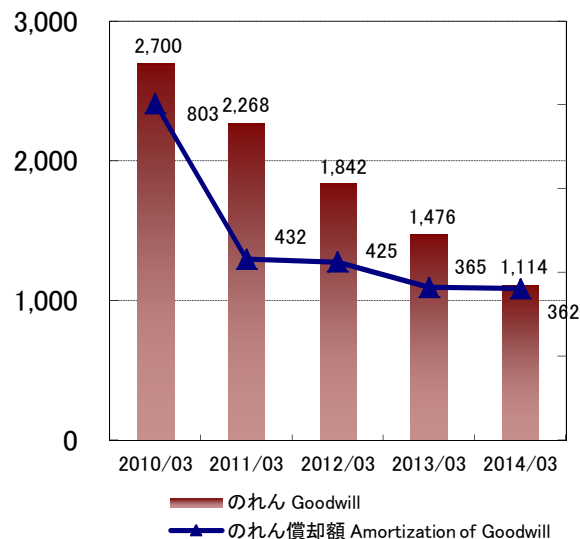
□ 設備投資および減価償却費

Capital Expenditures & Depreciation and Amortization



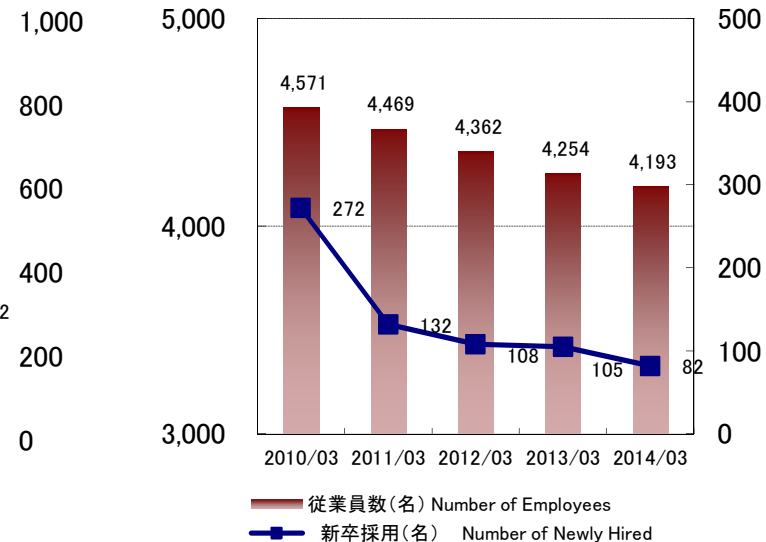
□ のれんおよびのれん償却額

Goodwill & Amortization of Goodwill



□ 従業員数および新卒採用数

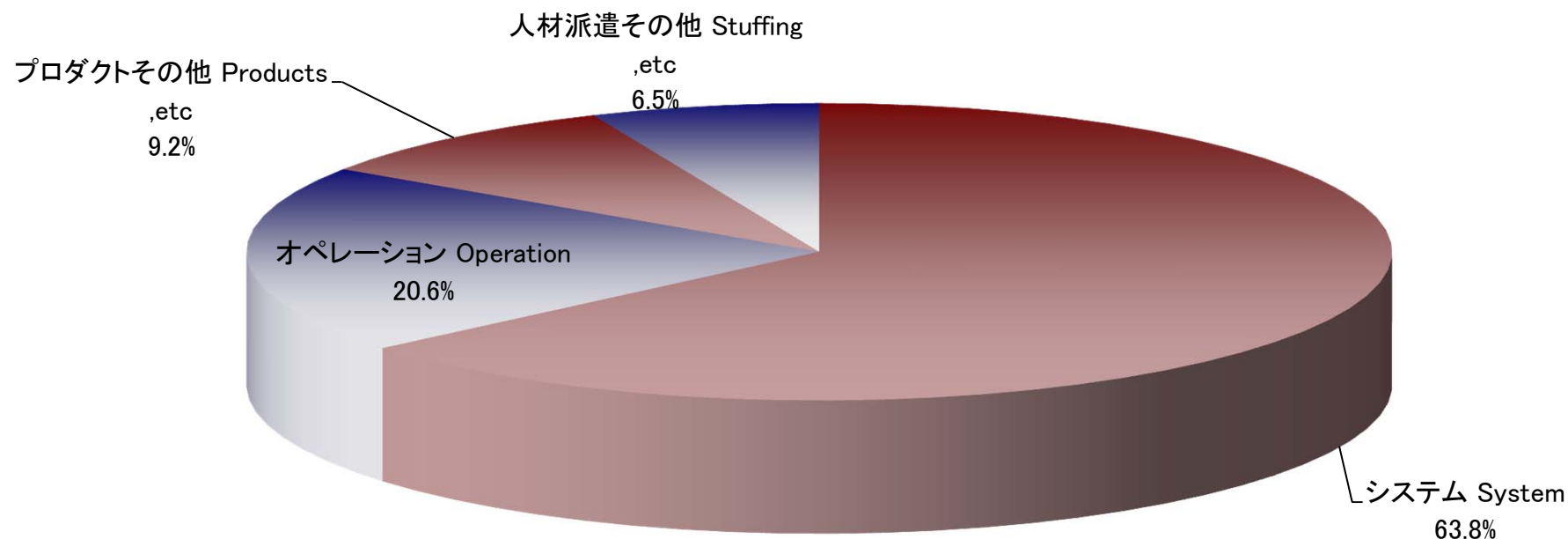
Number of Employees & Newly Hired



| | | (百万円 Millions of yen) | | | | |
|-----------|-----------------------------------|-----------------------|---------|---------|---------|---------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
| 設備投資 | Capital Expenditures | 1,159 | 849 | 740 | 499 | 388 |
| 減価償却費 | Depreciation and Amortization | 1,315 | 1,458 | 1,413 | 1,154 | 873 |
| 研究開発費 | Research and Development Expenses | 74 | - | 16 | 18 | 112 |
| のれん | Goodwill | 2,700 | 2,268 | 1,842 | 1,476 | 1,114 |
| のれん償却額 | Amortization of Goodwill | 803 | 432 | 425 | 365 | 362 |
| 従業員数(名) | Number of Employees | 4,571 | 4,469 | 4,362 | 4,254 | 4,193 |
| 新卒採用(名) | Number of Newly Hired | 272 | 132 | 108 | 105 | 82 |
| キャリア採用(名) | Number of Mid-career Hired | 56 | 26 | 27 | 40 | 63 |

■ 連結セグメント情報 Consolidated Segment Information 【売上高 Net sales】

□ 品目別売上高構成比 Net sales by segment (2014/03)



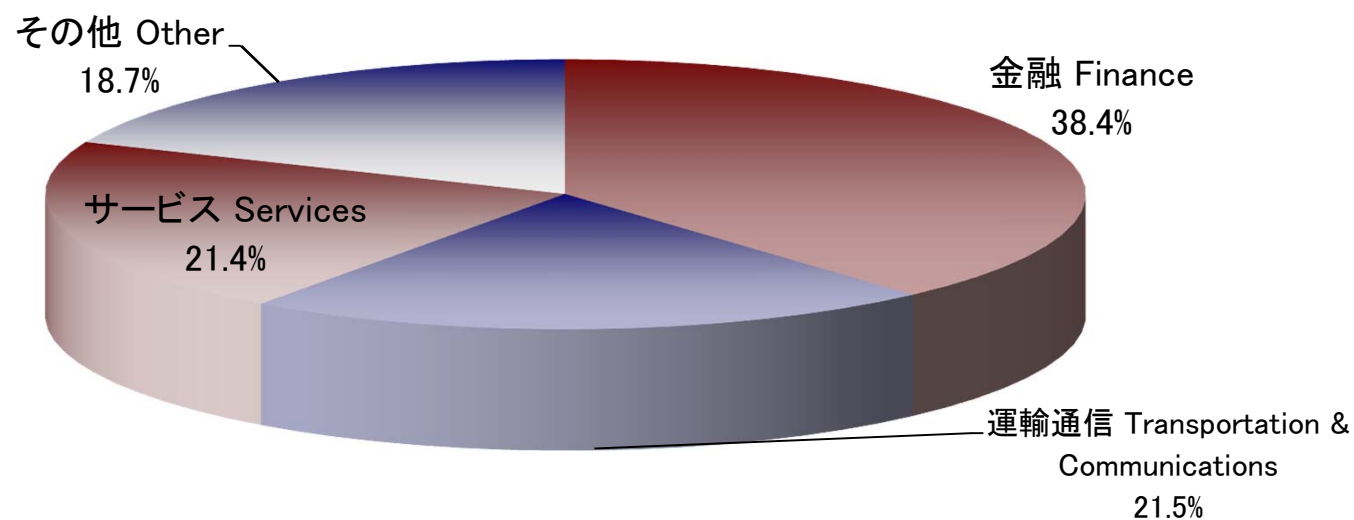
| | | (百万円 Millions of yen) | | | | | |
|---------------------|--------------------------------|-----------------------|---------|---------|---------|---------|------------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 | 2015/03(F) |
| 売上高 | Net sales | 52,503 | 58,503 | 57,385 | 61,039 | 64,174 | 70,000 |
| システムエンジニアリングサービス | System Engineering Services | 34,630 | 36,130 | 35,874 | 38,113 | 40,929 | 46,200 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 11,432 | 12,723 | 12,673 | 13,859 | 13,209 | 13,500 |
| プロダクトサービス・その他 | Products ,etc | 1,435 | 5,085 | 4,298 | 4,844 | 5,886 | 6,400 |
| 人材派遣・その他 | Stuffing Services ,etc | 5,004 | 4,564 | 4,539 | 4,222 | 4,149 | 3,900 |

■ 連結セグメント情報 Consolidated Segment Information 【受注高、受注残高 Order Volume and Order Backlog】

| | | (百万円 Millions of yen) | | | | | |
|---------------------|--------------------------------|-----------------------|---------|---------|---------|---------|------------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 | 2015/03(F) |
| 受注高 | Order Volume | 53,324 | 57,692 | 57,338 | 61,221 | 66,131 | 71,700 |
| システムエンジニアリングサービス | System Engineering Services | 34,673 | 36,284 | 37,088 | 38,041 | 41,322 | 47,700 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 12,260 | 11,929 | 11,489 | 14,192 | 13,964 | 13,700 |
| プロダクトサービス・その他 | Products ,etc | 1,426 | 5,109 | 4,309 | 4,817 | 6,060 | 6,400 |
| 人材派遣・その他 | Stuffing Services ,etc | 4,963 | 4,367 | 4,450 | 4,169 | 4,784 | 3,900 |
| 受注残高 | Order Backlog | 20,972 | 20,160 | 20,102 | 20,284 | 22,241 | 23,941 |
| システムエンジニアリングサービス | System Engineering Services | 10,063 | 10,218 | 11,421 | 11,350 | 11,743 | 13,243 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 9,507 | 8,713 | 7,530 | 7,863 | 8,617 | 8,817 |
| プロダクトサービス・その他 | Products ,etc | 29 | 53 | 64 | 37 | 211 | 211 |
| 人材派遣・その他 | Stuffing Services ,etc | 1,372 | 1,175 | 1,086 | 1,033 | 1,668 | 1,668 |

■ 単独エンドユーザ業種別売上高 Non-consolidated Net Sales by End Users

□ 業種別売上高構成 Net Sales By End Users (2014/03) プロダクトを除く Product is excluded



(百万円 Millions of yen)

| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
|--------|---------------------------------|---------|---------|---------|---------|---------|
| 売上高 | Net Sales | 33,939 | 35,406 | 34,502 | 36,607 | 40,071 |
| 金融 | Finance | 12,491 | 13,426 | 12,144 | 13,087 | 15,027 |
| 運輸通信 | Transportation & Communications | 8,636 | 9,411 | 8,996 | 8,801 | 8,432 |
| サービス | Services | 7,065 | 6,718 | 7,404 | 7,864 | 8,362 |
| その他 | Other | 5,173 | 5,424 | 5,578 | 6,277 | 7,328 |
| (うち製造) | (Manufacturing) | 1,889 | 2,079 | 2,496 | 2,235 | 3,108 |
| (うち公共) | (Public) | 1,420 | 1,367 | 688 | 860 | 1,007 |
| プロダクト | Products | 573 | 425 | 378 | 577 | 920 |

■ 連結貸借対照表 Consolidated Balance Sheets

(百万円 Millions of yen)

| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
|------------|-------------------------------------|---------|---------|---------|---------|---------|
| 資産の部 | Assets | | | | | |
| 流動資産 | Current assets | | | | | |
| 現金及び預金 | Cash and deposits | 9,691 | 11,675 | 13,615 | 16,070 | 18,255 |
| 受取手形及び売掛金 | Notes and accounts receivable-trade | 9,521 | 9,335 | 8,717 | 10,050 | 10,801 |
| 商品 | Merchandise | 366 | 165 | 211 | 99 | 606 |
| 仕掛品 | Work in process | 836 | 486 | 664 | 478 | 546 |
| 貯蔵品 | Supplies | 18 | 12 | 10 | 9 | 9 |
| 繰延税金資産 | Deferred tax assets | 1,016 | 1,263 | 1,144 | 1,256 | 1,228 |
| その他 | Other | 1,451 | 1,231 | 1,627 | 859 | 681 |
| 貸倒引当金 | Allowance for doubtful accounts | -203 | -18 | -14 | -17 | -9 |
| 流動資産合計 | Total current assets | 22,699 | 24,153 | 25,976 | 28,807 | 32,120 |
| 固定資産 | Noncurrent assets | | | | | |
| 有形固定資産 | Property, plant and equipment | | | | | |
| 建物及び構築物 | Buildings and structures | 2,540 | 2,423 | 2,320 | 2,224 | 2,092 |
| 土地 | Land | 6,431 | 6,431 | 6,422 | 6,422 | 6,422 |
| その他 | Other | 236 | 239 | 245 | 226 | 214 |
| 有形固定資産合計 | Total property, plant and equipment | 9,208 | 9,094 | 8,988 | 8,873 | 8,730 |
| 無形固定資産 | Intangible assets | | | | | |
| のれん | Goodwill | 2,700 | 2,268 | 1,842 | 1,476 | 1,114 |
| ソフトウェア | Software | 2,925 | 2,416 | 1,782 | 1,232 | 886 |
| その他 | Other | 21 | 20 | 19 | 18 | 18 |
| 無形固定資産合計 | Total intangible assets | 5,647 | 4,704 | 3,644 | 2,727 | 2,019 |
| 投資その他の資産 | Investments and other assets | | | | | |
| 投資有価証券 | Investment securities | 1,506 | 1,392 | 1,310 | 1,585 | 1,937 |
| 繰延税金資産 | Deferred tax assets | 907 | 763 | 915 | 570 | 527 |
| その他 | Other | 1,341 | 1,520 | 1,429 | 1,450 | 981 |
| 貸倒引当金 | Allowance for doubtful accounts | -39 | -181 | -199 | - | -0 |
| 投資その他の資産合計 | Total Investments and other assets | 3,715 | 3,495 | 3,456 | 3,606 | 3,446 |
| 固定資産合計 | Total noncurrent assets | 18,571 | 17,294 | 16,089 | 15,208 | 14,195 |
| 資産合計 | Total assets | 41,271 | 41,447 | 42,065 | 44,016 | 46,316 |

■ 連結貸借対照表 Consolidated Balance Sheets

(百万円 Millions of yen)

| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
|---------------|---|---------|---------|---------|---------|---------|
| 負債の部 | Liabilities | | | | | |
| 流動負債 | Current liabilities | | | | | |
| 買掛金 | Accounts payable-trade | 2,293 | 2,056 | 2,168 | 2,658 | 3,621 |
| 1年内償還予定社債 | Current portion of bonds | 120 | 120 | 120 | 100 | - |
| 1年内返済予定の長期借入金 | Current portion of long-term loans payable | 430 | - | - | - | - |
| 未払金 | Accounts payable-other | 1,643 | 1,232 | 1,536 | 1,391 | 1,160 |
| 未払法人税等 | Income taxes payable | 340 | 1,062 | 906 | 1,131 | 1,429 |
| 賞与引当金 | Provision for bonuses | 2,036 | 2,218 | 2,214 | 2,507 | 2,578 |
| 役員賞与引当金 | Provision for directors' bonuses | 41 | 59 | 62 | 59 | 61 |
| 受注損失引当金 | Provision for loss on order received | 52 | 114 | 122 | 5 | 30 |
| 事務所移転費用引当金 | Provision for loss on office transfer expenses | - | 27 | - | 20 | - |
| 損害賠償損失引当金 | Provision for loss on compensation for damage | - | 20 | - | - | - |
| その他 | Other | 2,465 | 2,598 | 2,388 | 1,923 | 1,299 |
| 流動負債合計 | Total current liabilities | 9,423 | 9,511 | 9,519 | 9,798 | 10,183 |
| 固定負債 | Noncurrent liabilities | | | | | |
| 社債 | Bonds payable | 340 | 220 | 100 | - | - |
| 長期借入金 | Long-term loans payable | 19 | - | - | - | - |
| 退職給付引当金 | Provision for retirement benefits | 500 | 498 | 435 | 473 | - |
| 役員退職慰労引当金 | Provision for directors' retirement benefits | 241 | 85 | 98 | 66 | 51 |
| 退職給付に係る負債 | Net defined benefit liability | - | - | - | - | 599 |
| その他 | Other | 178 | 199 | 233 | 207 | 230 |
| 固定負債合計 | Total noncurrent liabilities | 1,278 | 1,004 | 866 | 747 | 881 |
| 負債合計 | Total liabilities | 10,702 | 10,515 | 10,386 | 10,545 | 11,064 |
| 純資産の部 | Net assets | | | | | |
| 資本金 | Capital stock | 6,113 | 6,113 | 6,113 | 6,113 | 6,113 |
| 資本剰余金 | Capital surplus | 6,190 | 6,190 | 6,190 | 6,190 | 6,190 |
| 利益剰余金 | Retained earnings | 18,462 | 18,755 | 19,478 | 20,942 | 22,781 |
| 自己株式 | Treasury stock | -1,493 | -1,493 | -1,493 | -1,493 | -1,493 |
| 株主資本合計 | Total shareholders' equity | 29,273 | 29,565 | 30,288 | 31,752 | 33,591 |
| その他有価証券評価差額金 | Valuation difference on available-for-sale securities | -52 | -72 | -101 | 131 | 348 |
| 為替換算調整勘定 | Foreign currency translation adjustment | - | - | - | - | 41 |
| 退職給付に係る調整累計額 | Remeasurements of defined benefit plans | - | - | - | - | -55 |
| その他の包括利益累計額合計 | Total other comprehensive income | -52 | -72 | -101 | 131 | 334 |
| 少数株主持分 | Minority interests | 1,348 | 1,439 | 1,492 | 1,586 | 1,324 |
| 純資産合計 | Total net assets | 30,568 | 30,932 | 31,679 | 33,470 | 35,251 |
| 負債純資産合計 | Total liabilities and net assets | 41,271 | 41,447 | 42,065 | 44,016 | 46,316 |

■ 連結損益計算書 Consolidated Statements of Income

(百万円 Millions of yen)

| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
|---------------------|--|---------|---------|---------|---------|---------|
| 売上高 | Net sales | 52,503 | 58,503 | 57,385 | 61,039 | 64,174 |
| 売上原価 | Cost of sales | 45,768 | 50,481 | 48,773 | 51,679 | 53,548 |
| 売上総利益 | Gross profit | 6,735 | 8,022 | 8,611 | 9,360 | 10,626 |
| 販売費及び一般管理費 | Selling, general and administrative expenses | 5,564 | 5,726 | 5,637 | 5,357 | 5,885 |
| 営業利益 | Operating income | 1,170 | 2,296 | 2,973 | 4,003 | 4,741 |
| 受取利息 | Interest income | 19 | 19 | 14 | 9 | 8 |
| 受取配当金 | Dividends income | 24 | 29 | 32 | 28 | 31 |
| 受取保険金 | Insurance income | - | 6 | - | - | - |
| 保険事務手数料 | Commission for insurance office work | 9 | 9 | 9 | 8 | 8 |
| 保険解約返戻金 | Surrender value of insurance | 5 | 41 | 0 | 21 | 7 |
| 助成金収入 | Subsidy income | 128 | 77 | 24 | 6 | 5 |
| その他 | Other | 25 | 25 | 22 | 20 | 39 |
| 営業外収益 合計 | Total non-operating income | 211 | 208 | 102 | 95 | 101 |
| 支払利息 | Interest expenses | 10 | 10 | 4 | 1 | 0 |
| 為替差損 | Foreign exchange losses | - | - | - | 0 | 25 |
| 支払手数料 | Commission fee | 0 | 2 | 1 | 1 | 0 |
| 保険解約損 | Loss on cancellation of insurance contract | - | - | - | - | 5 |
| その他 | Other | 6 | 4 | 1 | 0 | 0 |
| 営業外費用 合計 | Total non-operating expenses | 17 | 16 | 6 | 3 | 32 |
| 経常利益 | Ordinary income | 1,364 | 2,488 | 3,069 | 4,095 | 4,810 |
| 投資有価証券売却益 | Gain on sales of investment securities | - | 0 | - | 7 | 0 |
| 負のれん発生益 | Gain on bargain purchase | - | - | - | - | 19 |
| その他 | Other | - | 0 | 5 | - | - |
| 特別利益 合計 | Total extraordinary income | - | 0 | 5 | 7 | 20 |
| 前期損益修正損 | Loss on prior period adjustment | 208 | - | - | - | - |
| 固定資産売却損 | Loss on sales of noncurrent assets | - | - | 1 | - | - |
| 固定資産除却損 | Loss on retirement of noncurrent assets | 18 | 15 | 37 | 6 | 3 |
| 投資有価証券評価損 | Loss on valuation of investment securities | 40 | - | - | - | - |
| 関係会社株式売却損 | Loss on sales of stocks of subsidiaries and affiliates | - | 22 | - | - | - |
| ゴルフ会員権評価損 | Loss on valuation of golf club membership | 0 | 8 | - | 4 | - |
| 事務所移転費用 | Office transfer expenses | 45 | - | 9 | - | 2 |
| 事務所移転費用引当金繰入額 | Provision for loss on office transfer expenses | - | 27 | - | 20 | - |
| 損害賠償損失引当金繰入額 | Provision for loss on compensation for damage | - | 20 | - | - | - |
| 特別退職金 | Special retirement expenses | - | 44 | 15 | - | - |
| 再就職支援費用 | outplacement expenses | - | 19 | 5 | - | - |
| 資産除去債務会計基準の適用に伴う影響額 | Loss on adjustment for changes of accounting standard for asset retirement obligations | - | 12 | - | - | - |
| その他 | Other | 1 | - | 3 | 0 | - |
| 特別損失 合計 | Total extraordinary loss | 314 | 171 | 72 | 32 | 5 |
| 税金等調整前当期純利益 | Income before income taxes | 1,050 | 2,317 | 3,001 | 4,070 | 4,825 |
| 税金費用 | Income taxes | 671 | 1,064 | 1,359 | 1,767 | 2,037 |
| 少数株主損益調整前当期純利益 | Income before minority interests | - | 1,252 | 1,641 | 2,302 | 2,787 |
| 少数株主利益 | Minority interests in income | 100 | 127 | 86 | 125 | 133 |
| 当期純利益 | Net income | 278 | 1,124 | 1,555 | 2,177 | 2,653 |

■ 連結キャッシュフロー計算書 Consolidated Statements of Cash Flows

(百万円 Millions of yen)

| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 |
|----------------------------------|---|---------------|---------------|---------------|---------------|---------------|
| I. 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 | 1,050 | 2,317 | 3,001 | 4,070 | 4,825 |
| 減価償却費 | Depreciation and amortization | 1,315 | 1,458 | 1,413 | 1,154 | 873 |
| のれん償却額 | Amortization of goodwill | 803 | 432 | 425 | 365 | 362 |
| 賞与引当金の増減額 (-は減少) | Increase (decrease) in provision for bonuses | -425 | 186 | -3 | 292 | 71 |
| 役員賞与引当金の増減額 (-は減少) | Increase (decrease) in provision for directors' bonuses | -12 | 18 | 2 | -2 | 2 |
| 受注損失引当金の増減額 (-は減少) | Increase (decrease) in provision for loss on order received | -111 | 62 | 7 | -117 | 25 |
| 事務所移転費用引当金の増減額 (-は減少) | Increase (decrease) in provision for loss on office transfer expenses | - | 27 | -20 | 20 | -3 |
| 損害賠償損失引当金の増減額 (-は減少) | Increase (decrease) in provision for loss on compensation for damage | - | 20 | -20 | - | - |
| 退職給付引当金の増減額 (-は減少) | Increase (decrease) in provision for retirement benefits | -51 | -1 | -63 | 38 | -473 |
| 役員退職慰労引当金の増減額 (-は減少) | Increase (decrease) in provision for directors' retirement benefits | -123 | -143 | 12 | -31 | -15 |
| 退職給付に係る負債の増減額 (-は減少) | Increase (decrease) in net defined benefit liability | - | - | - | - | 511 |
| 売上債権の増減額 (-は増加) | Decrease (increase) in notes and accounts receivable-trade | 142 | 162 | 618 | -1,333 | -633 |
| たな卸資産の増減額 (-は増加) | Decrease (increase) in inventories | 598 | 544 | -221 | 298 | -574 |
| 仕入債務の増減額 (-は減少) | Increase (decrease) in notes and accounts payable-trade | -605 | -232 | 111 | 490 | 917 |
| 未払金の増減額 (-は減少) | Increase (decrease) in accounts payable-other | 31 | -260 | 240 | -80 | -261 |
| その他 (純額) | Other, net | 330 | 243 | 161 | -333 | -238 |
| 小計 | Subtotal | 2,942 | 4,836 | 5,666 | 4,830 | 5,390 |
| 利息及び配当金の受取額 | Interest and dividends income received | 41 | 44 | 45 | 41 | 40 |
| 利息の支払額 | Interest expenses paid | -10 | -11 | -4 | -1 | -1 |
| 法人税等の支払額 | Income taxes paid | -1,051 | -507 | -1,567 | -1,273 | -1,704 |
| 営業活動によるキャッシュ・フロー | Net cash provided by (used in) operating activities | 1,922 | 4,363 | 4,139 | 3,597 | 3,725 |
| II. 投資活動によるキャッシュ・フロー | Net cash provided by (used in) investing activities | | | | | |
| 定期預金の預入れによる支出 | Payments into time deposits | -325 | -650 | -800 | -775 | -200 |
| 定期預金の払戻による収入 | Proceeds from withdrawal of time deposits | 30 | 550 | 450 | 800 | 750 |
| 有価証券の償還による収入 | Proceeds from redemption of securities | - | - | - | 300 | - |
| 有形固定資産の取得による支出 | Purchase of property, plant and equipment | -115 | -204 | -179 | -206 | -156 |
| 無形固定資産の取得による支出 | Purchase of intangible assets | -1,021 | -633 | -496 | -353 | -217 |
| 投資有価証券の取得による支出 | Purchase of investment securities | -0 | -0 | -300 | -0 | -0 |
| 投資有価証券の売却による収入 | Proceeds from sales of investment securities | - | - | - | 17 | 5 |
| 投資有価証券の償還による収入 | Proceeds from redemption of investment securities | - | 100 | 100 | - | - |
| 関係会社株式の取得による支出 | Purchase of stocks of subsidiaries and affiliates | - | - | -45 | - | -338 |
| 連結の範囲の変更を伴う子会社株式の取得による支出 | Purchase of investments in subsidiaries resulting in change in scope of consolidation | - | -86 | - | - | - |
| 事業譲受による支出 | Payments for transfer of business | -700 | -134 | - | - | - |
| その他 (純額) | Other, net | -1 | -3 | 22 | -32 | -13 |
| 投資活動によるキャッシュ・フロー | Net cash provided by (used in) investing activities | -2,134 | -1,063 | -1,249 | -250 | -172 |
| III. 財務活動によるキャッシュ・フロー | Net cash provided by (used in) financing activities | | | | | |
| 短期借入金の純増減額 (-は減少) | Net increase (decrease) in short-term loans payable | -16 | 4 | -311 | -0 | 0 |
| 社債の償還による支出 | Redemption of convertible bonds | -10 | -120 | -120 | -120 | -100 |
| 長期借入金の返済による支出 | Repayment of long-term loans payable | -349 | -430 | - | - | - |
| 自己株式の処分による収入 | Proceeds from disposal of treasury stock | 94 | - | - | - | - |
| 自己株式の取得による支出 | Purchase of treasury stock of subsidiaries in consolidation | -0 | -0 | -0 | - | -0 |
| 配当金の支払額 | Cash dividends paid | -825 | -829 | -829 | -712 | -830 |
| 子会社の自己株式の取得による支出 | Proceeds from stock issuance to minority shareholders on establishment of subsidiary | - | - | - | - | -17 |
| 少数株主への配当金の支払額 | Cash dividends paid to minority shareholders | -54 | -36 | -33 | -31 | -35 |
| その他 (純額) | Other, net | - | -4 | -4 | -2 | -2 |
| 財務活動によるキャッシュ・フロー | Net cash provided by (used in) financing activities | -1,161 | -1,415 | -1,299 | -866 | -985 |
| IV. 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 | -0 | 0 | - | - | 17 |
| V. 現金及び現金同等物の増減額 (-は減少) | Net increase (decrease) in cash and cash equivalents | -1,373 | 1,883 | 1,590 | 2,479 | 2,583 |
| VI. 現金及び現金同等物の期首残高 | Cash and cash equivalents at beginning of year | 10,740 | 9,366 | 11,250 | 12,840 | 15,320 |
| VII. 新規連結に伴う現金及び現金同等物の増加額 | Increase in cash and cash equivalents from newly consolidated subsidiary | - | - | - | - | 150 |
| VIII. 現金及び現金同等物の期末残高 | Cash and cash equivalents at end of year | 9,366 | 11,250 | 12,840 | 15,320 | 18,055 |

■ 単独財務サマリー Unconsolidated Financial Summary

| | | (百万円 Millions of yen) | | | | | |
|----------------------|--|-----------------------|----------|----------|----------|----------|------------|
| | | 2010/03 | 2011/03 | 2012/03 | 2013/03 | 2014/03 | 2015/03(F) |
| 売上高 | Net sales | 33,939 | 35,406 | 34,502 | 36,607 | 40,071 | 46,000 |
| システムエンジニアリングサービス | System Engineering Services | 22,880 | 24,913 | 24,080 | 25,369 | 28,244 | 34,050 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 10,485 | 10,067 | 10,043 | 10,661 | 10,906 | 11,150 |
| プロダクトサービス・その他 | Products ,etc | 573 | 425 | 378 | 577 | 920 | 800 |
| 売上原価 | Cost of sales | 29,969 | 30,701 | 28,774 | 30,502 | 32,994 | |
| 情報サービス売上原価 | Cost of sales of information service | 29,466 | 30,330 | 28,442 | 29,974 | 32,166 | |
| 外注費 | Subcontracting costs | 11,327 | 11,256 | 9,701 | 10,875 | 13,663 | |
| 労務費 | Personnal costs | 16,353 | 17,030 | 16,933 | 17,126 | 16,922 | |
| 経費 | Other costs | 1,157 | 1,176 | 1,014 | 1,128 | 1,206 | |
| 商品売上原価 | Cost of goods sold | 503 | 371 | 332 | 528 | 827 | |
| 売上総利益 | Gross profit | 3,969 | 4,704 | 5,727 | 6,105 | 7,076 | 8,000 |
| 販売費及び一般管理費 | Selling, general and administrative expenses | 3,040 | 3,026 | 3,020 | 2,977 | 3,430 | 3,800 |
| 営業利益 | Operating income | 929 | 1,677 | 2,707 | 3,127 | 3,646 | 4,200 |
| 営業外収益 | Non-operating income | 258 | 184 | 175 | 153 | 183 | |
| 営業外費用 | Non-operating expenses | 4 | 0 | 0 | - | - | |
| 経常利益 | Ordinary income | 1,183 | 1,861 | 2,882 | 3,281 | 3,830 | 4,300 |
| 特別利益 | Extraordinary income | - | - | 18 | 7 | 0 | |
| 特別損失 | Extraordinary loss | 45 | 183 | 5 | 18 | 0 | |
| 税引前当期純利益 | Income before income taxes | 1,138 | 1,677 | 2,894 | 3,270 | 3,830 | |
| 法人税等 | Income taxes | 454 | 755 | 1,298 | 1,229 | 1,527 | |
| 当期純利益 | Net income | 683 | 921 | 1,595 | 2,040 | 2,303 | 3,850 |
| 受注高 | Order Volume | 34,602 | 34,183 | 35,053 | 37,357 | 41,832 | 47,100 |
| システムエンジニアリングサービス | System Engineering Services | 23,561 | 24,646 | 25,719 | 25,259 | 28,901 | 35,000 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 10,471 | 9,085 | 8,955 | 11,535 | 11,847 | 11,300 |
| プロダクトサービス・その他 | Products ,etc | 570 | 451 | 378 | 562 | 1,084 | 800 |
| 受注残高 | Order Backlog | 15,794 | 14,571 | 15,123 | 15,872 | 17,634 | 19,299 |
| システムエンジニアリングサービス | System Engineering Services | 7,613 | 7,347 | 8,986 | 8,876 | 9,533 | 11,048 |
| オペレーションエンジニアリングサービス | Operation Engineering Services | 8,154 | 7,172 | 6,084 | 6,958 | 7,899 | 8,049 |
| プロダクトサービス・その他 | Products ,etc | 26 | 52 | 52 | 37 | 202 | 202 |
| 純資産 | Net assets | 29,244 | 29,314 | 30,047 | 31,602 | 33,286 | |
| 総資産 | Total assets | 33,808 | 34,644 | 36,109 | 37,836 | 39,948 | |
| 1株当たり純資産(円) | Net Assets Per Share (Yen) | 1,230.01 | 1,232.99 | 1,263.79 | 1,329.22 | 1,400.04 | |
| 1株当たり当期純利益(円) | Net Income Per Share (Yen) | 28.89 | 38.76 | 67.12 | 85.83 | 96.88 | |
| 潜在株式調整後1株当たり当期純利益(円) | Net Income(diluted) Per Share (Yen) | 28.89 | 38.76 | 67.12 | 85.83 | 96.88 | |
| 自己資本比率(%) | Total Equity Ratio (%) | 86.50 | 84.60 | 83.20 | 83.50 | 83.30 | |
| 自己資本利益率(%) | Return on Equity (%) | 2.30 | 3.10 | 5.40 | 6.60 | 7.10 | |
| 従業員数(名) | Number of Employees | 2,783 | 2,786 | 2,750 | 2,696 | 2,658 | 2,824 |
| 新卒採用(名) | Number of Newly Hired | 167 | 71 | 64 | 69 | 51 | 90 |
| キャリア採用(名) | Number of Mid-career Hired | 25 | 10 | 14 | 18 | 30 | 20 |
| 減価償却費 | Depreciation and Amortization | 1,269 | 1,385 | 1,417 | 1,138 | 814 | |
| 設備投資 | Capital Expenditures | 573 | 794 | 553 | 434 | 236 | |

■DTSグループ DTS Group

2014年4月30日現在 As of April 30,2014

| 商号 Name | 本店所在地 Head Offices | 設立年月 Established | 資本金(百万円) Capital(Million of yen) | 出資比率 Ownership | 決算期 Fiscal Year Ends | 事業内容等 Business Fields etc |
|---|-------------------------------------|-----------------------|-------------------------------------|-------------------|-------------------------|---|
| 株式会社九州DTS KYUSHU DTS CORPORATION | 福岡県福岡市 Fukuoka-shi, Fukuoka Pref | 2000/10 | 100 | 100.00% | 3/31 | 情報サービス IT Services |
| データリンクス株式会社 DATALINKS CORPORATION | 東京都新宿区 Shinjuku-ku, Tokyo | 1982/5 (2001/4*) | 309 | 50.02% | 3/31 | 人材サービス、情報サービス Staffing Services ,IT Services |
| 日本SE株式会社 JAPAN SYSTEMS ENGINEERING CORPORATION | 東京都板橋区 Itabashi-ku, Tokyo | 2005/2 (2006/11*) | 755 | 96.95% | 3/31 | 情報サービス IT Services |
| 株式会社総合システムサービス SOUGOU SYSTEM SERVICE CORPORATION | 京都府京都市 Kyoto-shi, Kyoto Pref | 1979/2 (2007/2*) | 46 | 100.00% | 12/31 | 情報サービス IT Services |
| 株式会社MIRUCA MIRUCA CORPORATION | 東京都港区 Minato-ku, Tokyo | 2007/4 | 100 | 100.00% | 12/31 | 情報サービス IT Services |
| 遁天斯(上海)軟件技術有限公司 DTS(Shanghai) CORPORATION | 中国上海市 Shanghai, China | 2007/10 | 14 (CNY Million) | 100.00% | 12/31 | 情報サービス IT Services |
| デジタルテクノロジー株式会社 DIGITAL TECHNOLOGIES CORPORATION | 東京都荒川区 Arakawa-ku, Tokyo | 2009/10 (2009/10*) | 100 | 100.00% | 12/31 | 情報サービス IT Services |
| 株式会社DTSパレット DTS palette Inc. | 東京都港区 Minato-ku, Tokyo | 2011/10 | 30 | 100.00% | 12/31 | (特例子会社) (Special Subsidiary) |
| DTS America Corporation | 米国ニューヨーク州 New York, USA | 2011/11 | 0.2 (US\$ Million) | 100.00% | 12/31 | 情報サービス IT Services |
| DTS IT SOLUTIONS(THAILAND)CO., LTD. | タイ国バンコク市 Bangkok, Thailand | 2013/4 | 10 (THB Million) | 49.00% | 12/31 | 情報サービス IT Services |
| 株式会社DTS WEST DTS WEST CORPORATION | 大阪府中央区 Chuo-ku, Osaka | 2014/4 | 100 | 100.00% | 3/31 | 情報サービス IT Services |
| アートシステム株式会社 Artsystem CORPORATION | 東京都豊島区 Toshima-ku, Tokyo | 1980/9 (2014/4*) | 50 | 100.00% | 3/31 | 情報サービス IT Services |
| 横河デジタルコンピュータ株式会社 YOKOGAWA DIGITAL COMPUTER CORPORATION | 東京都武蔵野市 Musashino-shi, Tokyo | 2001/6 (2014/4*) | 200 | 90.00% | 3/31 | 情報サービス IT Services |
| DTS SOFTWARE VIETNAM CO., LTD. | ベトナム国ハノイ市 Hanoi, Vietnam | 2014/4 | 1.2 (US\$ Million) | 100.00% | 12/31 | 情報サービス IT Services |

(*) グループ会社化した年月 Years when group company was made

沿革 History

| 年 year | 月 month | | |
|-----------|------------|--|---|
| 1972 | 8 | 東京都港区西新橋二丁目に会社設立 | Former company of DTS named "Data Tsushin System" established in Minato-ku, Tokyo |
| 1987 | 4 | 労働省より特定労働者派遣事業の許認可取得 | Obtained approval for specified worker dispatching undertaking from Ministry of Health, Labor and Welfare |
| 1990 | 2 | 経済産業省よりSI企業として登録、認定 | Registered and approved as System Integration Company from Ministry of Economy, Trade and Industry |
| | 4 | 福岡県福岡市に九州支社を開設 | Kyusyu branch established |
| 1991 | 2 | 社団法人日本証券業協会に登録 | Registered to Japan Securities Dealers Association |
| | 6 | 大阪府大阪市に関西支社を開設 | Kansai branch established |
| 1997 | 9 | 東京証券取引所第二部に上場 | Listed to Tokyo Stock Exchange 2nd section |
| 1999 | 9 | 東京証券取引所第一部に上場 | Listed to Tokyo Stock Exchange 1st section |
| 2000 | 10 | 福岡県福岡市に「株式会社九州データ通信システム」(現、「株式会社九州DTS」)を設立 | KYUSYU Data Tsushin System established (KYUSYU DTS Corporation at present) |
| 2001 | 4 | 「データリンクス株式会社」を株式取得により子会社化 | Acquired shares of DATA LINKS Corporation which was turned to a subsidiary company of DTS |
| 2002 | 3 | 日本情報処理開発協会よりプライバシーマークの付与認定 | Obtained approval Privacy Mark from Japan Information Processing Development Corporation |
| | 9 | 東京証券取引所第一部の貸借銘柄となる | Be the loan transaction stock of Tokyo Stock Exchange 1st section |
| 2003 | 10 | 「株式会社データ通信システム」から「株式会社DTS」に商号変更 | Changed the company name from "Data Tsushin System" to DTS Corporation |
| 2004 | 10 | 愛知県名古屋市に中京支社を開設 | Chukyo branch established |
| | 10 | ISO27001の認証取得 | Obtained ISO27001 certification |
| 2006 | 3 | ISO14001の認証取得 | Obtained ISO14001 certification |
| | 4 | 「株式会社アールディー」を株式取得により完全子会社化 | Acquired shares of RD Corporation which was turned to a subsidiary company of DTS |
| | 11 | 中国遼寧省大連市に「DTS大連駐在員事務所」を設立 | DTS Dalian Office established |
| | 11 | 「日本SE株式会社」を株式取得により子会社化 | Acquired shares of JAPAN SYSTEMS ENGINEERING Corporation which was turned to a subsidiary company of DTS |
| 2007 | 2 | 「株式会社総合システムサービス」を株式取得により完全子会社化 | Acquired shares of SOUGOU SYSTEM SERVICE Corporation which was turned to a subsidiary company of DTS |
| | 4 | 教育会社「株式会社MIRUCA」を設立 | Education specialty subsidiary MIRUCA Corporation established |
| | 4 | データリンクス株式会社がジャスダック証券取引所に株式を上場 | One of the subsidiaries DATA LINKS Corporation listed to JASDAQ Securities Exchange |
| | 10 | 「遁天斯(上海)軟件技術有限公司」を設立 | DTS (Shanghai) Corporation established |
| 2008 | 12 | ISO20000の認証取得 | Obtained ISO20000 certification |
| 2009 | 1 | 「株式会社アールディー」の全事業を譲り受け | Undertook all business of RD Corporation |
| | 3 | CMMILレベル3 達成 | Achieved CMMI Lv.3 |
| | 10 | 「デジタルテクノロジー株式会社」を設立 | DIGITAL TECHNOLOGIES Corporation established |
| 2011 | 3 | CMMILレベル4 達成 | Achieved CMMI Lv.4 |
| | 10 | 特例子会社「株式会社DTSパレット」を設立 | Special subsidiary DTS palette Inc. established |
| | 11 | 「DTS America Corporation」を設立 | DTS America Corporation established |
| 2013 | 4 | 「DTS IT SOLUTIONS(THAILAND)CO., LTD.(DTSタイランド)」を設立 | DTS IT SOLUTIONS(THAILAND)CO., LTD. established |
| 2014 | 4 | 「株式会社DTS WEST」を設立 | DTS WEST CORPORATION established |
| | 4 | 「アートシステム株式会社」を株式取得により完全子会社化 | Acquired shares of Artsystem CORPORATION which was turned to a subsidiary company of DTS |
| | 4 | 「横河デジタルコンピュータ株式会社」を株式取得により子会社化 | Acquired shares of YOKOGAWA DIGITAL COMPUTER CORPORATION which was turned to a subsidiary company of DTS |
| | 4 | 「DTS SOFTWARE VIETNAM CO., LTD.(DTSベトナム)」を設立 | DTS SOFTWARE VIETNAM CO., LTD. established |

| | | |
|----------------------------------|---|---------------------------------------|
| 商号 Name | 株式会社DTS DTS CORPORATION | |
| 本社所在地 Head Offices | 東京都港区新橋六丁目19番13号 6-19-13 Shimbashi, Minato-ku, Tokyo 105-0004 | |
| 設立年月日 Date established | 1972年8月25日 August 25, 1972 | |
| 資本金 Capital | 6,113 百万円 6,113 million yen | |
| 決算期 Settlement | 3月31日 March, 31 | |
| 代表取締役 Representative Director | 代表取締役会長 赤羽根 靖隆 Chairman & Representative Director Yasutaka Akabane | |
| | 代表取締役社長 西田 公一 President & Representative Director Kouichi Nishida | |
| 従業員 Number of employees | 連結: 4,193名 Consolidated: 4,193 | 単独: 2,658名 Non-Consolidated: 2,658 |
| 上場証券取引所 Stock Listing | 東京証券取引所 第一部 (証券コード: 9682) 1st Section, Tokyo Stock Exchange code: 9682 | |

ご注意

本資料に記載されている将来の売上高および利益などの予想数値は、業界の動向を含む経済情勢、お客様の動向など、現時点で入手可能な情報をもとにした見通しを前提としておりますが、これらは、種々の不確実な要因の影響を受けます。したがって、実際の売上高および利益などは、本資料に記載されている予想数値とは異なる場合がありますことをご承知おきください。

Caution

Sales and income forecasts included in this document are based on assumptions made on the basis of information currently available, including business trends, economic circumstances, clients' trends, etc., and can be affected by various uncertainties. Actual sales and income may differ materially from the forecasts.

