

BIPROGY株式会社

2024年3月期

連結決算補足資料

BIPROGY Inc.

Appendix of Consolidated Financial Report

for the FY Ended March 31, 2024

(April 1, 2023 - March 31, 2024)

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1. 連結決算実績 (Consolidated Financial Results)

1-1. 連結損益計算書 (Consolidated Statements of Profit or Loss)

(百万円 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|---|----------------|----------------|------------|--------|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 通期 (Full Year) | 通期 (Full Year) | 額 (Amount) | 率 (%) |
| 売上収益 (Revenue) | 370,142 | 339,898 | +30,244 | +8.9% |
| 売上原価 (Cost of Sales) | 272,968 | 250,547 | +22,420 | +8.9% |
| 売上総利益 (Gross Profit) | 97,173 | 89,350 | +7,823 | +8.8% |
| 販売費及び一般管理費 (SG&A Expenses) | 63,360 | 59,955 | +3,404 | +5.7% |
| 持分法投資損益 (Share of loss of entities accounted for using equity method) | 156 | 666 | △509 | △76.5% |
| その他の収益 (Other Income) | 243 | 180 | +62 | +34.5% |
| その他の費用 (Other Expenses) | 924 | 567 | +356 | +62.8% |
| 営業利益 (Operating Profit) | 33,287 | 29,673 | +3,614 | +12.2% |
| 金融収益 (Finance Income) | 1,043 | 529 | +514 | +97.2% |
| 金融費用 (Finance costs) | 167 | 201 | △33 | △16.8% |
| 税引前当期利益 (Profit before tax) | 34,164 | 30,001 | +4,162 | +13.9% |
| 法人税等 (Income Taxes and Others) | 8,662 | 9,661 | △999 | △10.3% |
| 当期利益 (Profit) | 25,502 | 20,340 | +5,161 | +25.4% |
| 親会社の所有者に帰属する当期利益 (Profit attributable to owners of parent) | 25,246 | 20,203 | +5,043 | +25.0% |
| 当期包括利益 (Comprehensive Income) | 35,252 | 20,082 | +15,169 | +75.5% |
| 調整後営業利益 (Adjusted operating profit)*1 | 33,812 | 29,394 | +4,418 | +15.0% |

*1 調整後営業利益は売上収益から売上原価と販売費及び一般管理費を控除して算出しております。
(Adjusted operating profit is the result obtained after deducting cost of sales and selling, general and administrative expenses from revenue.)

| | | | | |
|---|-------|-------|------|--------|
| 研究開発費 (Research and Development Expenses)*2 | 4,534 | 3,953 | +581 | +14.7% |
|---|-------|-------|------|--------|

*2 販売費及び一般管理費には研究開発費が含まれております。(SG&A Expenses include Research and Development Expenses.)

1-2. プロダクト別売上高 (Net Sales by Product)

(億円 100 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|--|----------------|----------------|------------|--------|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 通期 (Full Year) | 通期 (Full Year) | 額 (Amount) | 率 (%) |
| ソフトウェア (Software) | 383 | 374 | +9 | +2.5% |
| メインフレーム系 (For Mainframes) | 16 | 20 | △4 | △18.8% |
| オープン系 (For Open Products) | 367 | 354 | +13 | +3.7% |
| ハードウェア (Hardware) | 605 | 567 | +38 | +6.7% |
| メインフレーム (Mainframes) | 4 | 5 | △0 | △4.4% |
| オープン他 (Open Products and Others) | 600 | 562 | +38 | +6.8% |
| メインフレーム 計 (Mainframes Total) | 21 | 25 | △4 | △16.1% |
| オープン他 計 (Open Products and Others Total) | 967 | 916 | +51 | +5.6% |
| 合計 (Total) | 988 | 941 | +47 | +5.0% |

1-3. 区分別売上高 (Net Sales by Service and Product)

(百万円 Millions of Yen)

| | 2024年3月期 FY March 2024 通期 (Full Year) | 2023年3月期 FY March 2023 通期 (Full Year) | 前期比増減 YOY Change | |
|----------------------------------|---|---|---------------------|---------------|
| | | | 額 (Amount) | 率 (%) |
| サービス (Services) | 271,340 | 245,822 | +25,518 | +10.4% |
| システムサービス (System Services) | 127,039 | 115,726 | +11,312 | +9.8% |
| サポートサービス (Support Services) | 54,881 | 52,401 | +2,480 | +4.7% |
| アウトソーシング (Outsourcing) | 76,582 | 66,730 | +9,852 | +14.8% |
| その他サービス (Others) | 12,836 | 10,963 | +1,872 | +17.1% |
| ソフトウェア (Software) | 38,330 | 37,410 | +920 | +2.5% |
| ハードウェア (Hardware) | 60,471 | 56,665 | +3,805 | +6.7% |
| コンピュータ販売 (Sales of Computers) | 59,552 | 55,715 | +3,836 | +6.9% |
| コンピュータ賃貸収入 (Rental of Computers) | 919 | 949 | △30 | △3.2% |
| 合計 (Total) | 370,142 | 339,898 | +30,244 | +8.9% |

1-4. 区分別売上総利益 (Gross Profit by Service and Product)

(百万円 Millions of Yen)

| | 2024年3月期 FY March 2024 通期 (Full Year) | 2023年3月期 FY March 2023 通期 (Full Year) | 前期比増減 YOY Change | |
|----------------------------------|---|---|---------------------|---------------|
| | | | 額 (Amount) | 率 (%) |
| サービス (Services) | 80,774 | 75,209 | +5,565 | +7.4% |
| システムサービス (System Services) | 44,137 | 39,603 | +4,533 | +11.4% |
| サポートサービス (Support Services) | 16,743 | 16,079 | +663 | +4.1% |
| アウトソーシング (Outsourcing) | 16,908 | 17,039 | △131 | △0.8% |
| その他サービス (Others) | 2,986 | 2,485 | +500 | +20.1% |
| ソフトウェア (Software) | 5,853 | 5,097 | +755 | +14.8% |
| ハードウェア (Hardware) | 10,544 | 9,043 | +1,501 | +16.6% |
| コンピュータ販売 (Sales of Computers) | 9,995 | 8,468 | +1,527 | +18.0% |
| コンピュータ賃貸収入 (Rental of Computers) | 549 | 575 | △26 | △4.5% |
| 合計 (Total) | 97,173 | 89,350 | +7,823 | +8.8% |

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

| | 2024年3月期 FY March 2024 通期 (Full Year) | 2023年3月期 FY March 2023 通期 (Full Year) | 前期比増減 YOY Change |
|----------------------------------|---|---|---------------------|
| | | | ポイント (pt) |
| サービス (Services) | 29.8% | 30.6% | △0.8pt |
| システムサービス (System Services) | 34.7% | 34.2% | +0.5pt |
| サポートサービス (Support Services) | 30.5% | 30.7% | △0.2pt |
| アウトソーシング (Outsourcing) | 22.1% | 25.5% | △3.5pt |
| その他サービス (Others) | 23.3% | 22.7% | +0.6pt |
| ソフトウェア (Software) | 15.3% | 13.6% | +1.6pt |
| ハードウェア (Hardware) | 17.4% | 16.0% | +1.5pt |
| コンピュータ販売 (Sales of Computers) | 16.8% | 15.2% | +1.6pt |
| コンピュータ賃貸収入 (Rental of Computers) | 59.7% | 60.6% | △0.9pt |
| 合計 (Total) | 26.3% | 26.3% | △0.0pt |

1-6. 区分別受注高 (Orders by Service and Product)

(百万円 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|----------------------------------|----------------|----------------|----------------|---------------|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 通期 (Full Year) | 通期 (Full Year) | 額 (Amount) | 率 (%) |
| サービス (Services) | 289,163 | 261,264 | +27,899 | +10.7% |
| システムサービス (System Services) | 127,624 | 118,965 | +8,659 | +7.3% |
| サポートサービス (Support Services) | 57,191 | 54,305 | +2,885 | +5.3% |
| アウトソーシング (Outsourcing) | 90,050 | 75,996 | +14,054 | +18.5% |
| その他サービス (Others) | 14,297 | 11,997 | +2,300 | +19.2% |
| ソフトウェア (Software) | 39,379 | 37,710 | +1,668 | +4.4% |
| ハードウェア (Hardware) | 57,561 | 63,118 | △5,557 | △8.8% |
| コンピュータ販売 (Sales of Computers) | 56,842 | 62,570 | △5,727 | △9.2% |
| コンピュータ賃貸収入 (Rental of Computers) | 718 | 548 | +170 | +31.1% |
| 合計 (Total) | 386,104 | 362,094 | +24,010 | +6.6% |

1-7. 区分別受注残高 (Backlog by Service and Product)

(百万円 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|----------------------------------|----------------|----------------|----------------|---------------|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 期末 (End of FY) | 期末 (End of FY) | 額 (Amount) | 率 (%) |
| サービス (Services) | 264,087 | 246,264 | +17,823 | +7.2% |
| システムサービス (System Services) | 36,993 | 36,409 | +584 | +1.6% |
| サポートサービス (Support Services) | 48,091 | 45,781 | +2,309 | +5.0% |
| アウトソーシング (Outsourcing) | 172,742 | 159,274 | +13,467 | +8.5% |
| その他サービス (Others) | 6,260 | 4,798 | +1,461 | +30.5% |
| ソフトウェア (Software) | 9,128 | 8,080 | +1,048 | +13.0% |
| ハードウェア (Hardware) | 16,625 | 19,536 | △2,910 | △14.9% |
| コンピュータ販売 (Sales of Computers) | 15,697 | 18,407 | △2,709 | △14.7% |
| コンピュータ賃貸収入 (Rental of Computers) | 928 | 1,129 | △200 | △17.8% |
| 合計 (Total) | 289,842 | 273,880 | +15,962 | +5.8% |

1-8. 設備投資および減価償却額 (Capital Expenditures, Depreciation and Amortization) (百万円 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|--|----------------|----------------|---------------|--|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 通期 (Full Year) | 通期 (Full Year) | 額 (Amount) | |
| 設備投資額 (Capital Expenditures) | 12,770 | 14,720 | △1,949 | |
| 有形固定資産 (Property, Plant and Equipment) | 2,176 | 2,733 | △556 | |
| 機械装置 (Machinery and Equipment) | 1,862 | 2,442 | △580 | |
| その他 (Others) | 314 | 290 | +24 | |
| 無形固定資産 (Intangible Assets) | 10,593 | 11,987 | △1,393 | |
| ソフトウェア (Software) | 10,592 | 11,874 | △1,281 | |
| その他 (Others) | 1 | 113 | △112 | |
| 減価償却費 (Depreciation and Amortization) | 10,411 | 9,101 | +1,310 | |
| 有形固定資産 (Property, Plant and Equipment) | 3,189 | 2,875 | +313 | |
| 機械装置 (Machinery and Equipment) | 2,103 | 2,112 | △8 | |
| その他 (Others) | 1,085 | 762 | +322 | |
| 無形固定資産 (Intangible Assets) | 7,222 | 6,225 | +997 | |
| ソフトウェア (Software) | 6,920 | 6,032 | +888 | |
| その他 (Others) | 302 | 192 | +109 | |

1-9. 連結キャッシュ・フロー (Consolidated Statements of Cash Flows)

(百万円 Millions of Yen)

| | 2024年3月期 | 2023年3月期 | 前期比増減 | |
|--|----------------|----------------|----------------|--|
| | FY March 2024 | FY March 2023 | YOY Change | |
| | 通期 (Full Year) | 通期 (Full Year) | 額 (Amount) | |
| 営業活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Operating Activities) | 41,693 | 28,419 | +13,273 | |
| 投資活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Investing Activities) | △8,550 | △15,537 | +6,986 | |
| フリー・キャッシュ・フロー (Free Cash Flows) | 33,142 | 12,882 | +20,260 | |
| 財務活動によるキャッシュ・フロー (Net Cash Provided by (Used in) Financing Activities) | △17,621 | △18,043 | +421 | |
| 現金同等物の為替変動による影響 (Effect of exchange rate changes on cash and cash equivalents) | 97 | 103 | △5 | |
| 現金同等物の増減額 (Net increase (decrease) in cash and cash equivalents) | 15,618 | △5,058 | +20,676 | |
| 現金及び現金同等物の期末残高 (Cash and Cash Equivalents at End of Period) | 59,263 | 43,645 | +15,618 | |

1-10. 連結財政状態計算書 (Consolidated Statements of Financial Position)

(百万円 Millions of Yen)

| | 2024年3月期 FY March 2024 期末 (End of FY) | 2023年3月期 FY March 2023 期末 (End of FY) | 前期末比増減 vs End of FY March 2023 額 (Amount) |
|--|---|---|---|
| 資産の部 (Assets) | | | |
| 流動資産 (Current Assets) | 187,914 | 164,650 | +23,264 |
| 非流動資産 (Non-current assets) | 126,304 | 115,745 | +10,558 |
| 資産合計 (Total Assets) | 314,219 | 280,396 | +33,822 |
| 負債の部 (Liabilities) | | | |
| 流動負債 (Current Liabilities) | 112,464 | 98,940 | +13,523 |
| 非流動負債 (Non-current liabilities) | 33,440 | 39,858 | △6,417 |
| 負債合計 (Total Liabilities) | 145,905 | 138,798 | +7,106 |
| 資本の部 (Equity) | | | |
| 親会社の所有者に帰属する持分合計 (Equity attributable to owners of parent) | 166,423 | 139,887 | +26,536 |
| 非支配持分 (Non-controlling interests) | 1,890 | 1,710 | +180 |
| 資本合計 (Total Equity) | 168,314 | 141,597 | +26,716 |
| 負債及び資本合計 (Total Liabilities and equity) | 314,219 | 280,396 | +33,822 |

1-11. 財務指標他 (Financial Index and Others)

| | 2024年3月期 FY March 2024 期末 (End of FY) | 2023年3月期 FY March 2023 期末 (End of FY) | 前期末比増減 vs End of FY March 2023 額 (Amount) |
|--|---|---|---|
| 有利子負債 (百万円) (Interest-Bearing Debts (Millions of Yen)) | 35,544 | 38,004 | △2,460 |
| 純有利子負債(百万円) (Net Interest-Bearing Debts (Millions of Yen)) | △23,718 | △5,640 | △18,078 |
| デット・エクイティ・レシオ (倍) (Debt/Equity Ratio (Times))* ¹ | 0.21 | 0.27 | △0.06 |
| ネット・デット・エクイティ・レシオ (倍) (Net Debt/Equity Ratio (Times))* ² | △0.14 | △0.04 | △0.10 |
| 親会社所有者帰属持分比率 (Ratio of owners' equity to gross assets) | 53.0% | 49.9% | +3.1pt |
| 1株当たり親会社所有者帰属持分 (円) (Owners' equity per share (Yen)) | 1,654.93 | 1,391.89 | +263.04 |
| 発行済株式数 [自己株式除く] (株) (Number of Shares Outstanding (Excluding Treasury Stocks)) | 100,562,142 | 100,501,964 | +60,178 |
| 連結従業員数 (人) (Number of Employees) | 8,218 | 8,124 | +94 |

*¹ (Interest-Bearing Debt/Equity attributable to owners of parent)*² (Net Interest-Bearing Debt/Equity attributable to owners of parent)

2. 通期予想 (Full-Year Forecast)

2-1. 連結損益計算書 (Consolidated Statements Profit or Loss)

(百万円 Millions of Yen)

| | 2025年3月期 予想 FY March 2025 (F) 通期 (Full Year) | 2024年3月期 FY March 2024 通期 (Full Year) | 前期比増減 YOY Change | |
|--|--|---|---------------------|--------|
| | | | 額 (Amount) | 率 (%) |
| 売上収益 (Revenue) | 385,000 | 370,142 | +14,857 | +4.0% |
| 売上原価 (Cost of Sales) | 283,800 | 272,968 | +10,831 | +4.0% |
| 売上総利益 (Gross Profit) | 101,200 | 97,173 | +4,026 | +4.1% |
| 販売費及び一般管理費 (SG&A Expenses) | 66,200 | 63,360 | +2,839 | +4.5% |
| 営業利益 (Operating Profit) | 35,500 | 33,287 | +2,212 | +6.6% |
| 税引前当期利益 (Profit before tax) | 35,500 | 34,164 | +1,335 | +3.9% |
| 法人税等 (Income Taxes and Others) | 11,000 | 8,662 | +2,337 | +27.0% |
| 当期利益 (Profit) | 24,500 | 25,502 | △1,002 | △3.9% |
| 親会社の所有者に帰属する当期利益 (Profit attributable to owners of parent) | 24,500 | 25,246 | △746 | △3.0% |
| 調整後営業利益 (Adjusted operating profit)* | 35,000 | 33,812 | +1,187 | +3.5% |

*調整後営業利益は売上収益から売上原価と販売費及び一般管理費を控除して算出しております。

Adjusted operating profit is the result obtained after deducting cost of sales and selling, general and administrative expenses from revenue.

3. 四半期情報 (Quarterly Financial Information)

【四半期情報 Quarterly Financial Information】

3-1. 連結損益計算書 (Consolidated Statements of Profit or Loss)

(百万円 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|--|------------------------|---------------|---------------|----------------|------------------------|---------------|---------------|----------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| 売上収益 (Revenue) | 70,517 | 84,264 | 75,194 | 109,921 | 79,854 | 93,123 | 85,897 | 111,266 |
| 増減率 (YOY Change) | +4.3% | +7.6% | +4.5% | +10.2% | +13.2% | +10.5% | +14.2% | +1.2% |
| 売上総利益 (Gross Profit) | 18,227 | 23,195 | 20,233 | 27,693 | 20,402 | 25,795 | 22,455 | 28,520 |
| 増減率 (YOY Change) | +3.1% | +8.8% | +4.5% | +11.8% | +11.9% | +11.2% | +11.0% | +3.0% |
| 営業利益 (Operating Profit) | 4,778 | 8,869 | 5,985 | 10,039 | 5,829 | 10,805 | 7,498 | 9,153 |
| 増減率 (YOY Change) | +0.5% | +8.2% | +2.6% | +16.3% | +22.0% | +21.8% | +25.3% | +8.8% |
| 税引前四半期利益 (Profit before tax) | 5,828 | 9,057 | 5,067 | 10,048 | 6,434 | 11,011 | 7,039 | 9,677 |
| 増減率 (YOY Change) | +13.3% | +3.4% | △18.6% | +6.4% | +10.4% | +21.6% | +38.9% | △3.7% |
| 四半期利益 (Profit) | 3,881 | 6,222 | 3,481 | 6,755 | 4,407 | 8,506 | 5,336 | 7,251 |
| 増減率 (YOY Change) | +10.5% | +4.1% | △18.1% | △2.4% | +13.6% | +36.7% | +53.3% | +7.3% |
| 親会社の所有者に帰属する四半期利益 (Profit attributable to owners of parent) | 3,919 | 6,192 | 3,458 | 6,632 | 4,365 | 8,460 | 5,329 | 7,090 |
| 増減率 (YOY Change) | +11.4% | +5.7% | △19.0% | △3.2% | +11.4% | +36.6% | +54.1% | +6.9% |

3-2. プロダクト別売上高 (Net Sales by Product)

(億円 100 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|--|------------------------|------------|------------|------------|------------------------|------------|------------|------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| ソフトウェア (Software) | 81 | 98 | 53 | 143 | 78 | 96 | 71 | 138 |
| 増減率 (YOY Change) | +14.4% | +17.0% | +6.3% | +4.2% | △3.3% | △2.0% | +34.8% | △3.2% |
| メインフレーム系 (For Mainframes) | 3 | 6 | 3 | 9 | 4 | 5 | 4 | 3 |
| 増減率 (YOY Change) | △47.0% | +126.7% | +3.6% | +14.3% | +15.5% | △5.8% | +71.7% | △63.4% |
| オープン系 (For Open Products) | 78 | 92 | 50 | 134 | 74 | 91 | 67 | 135 |
| 増減率 (YOY Change) | +19.8% | +13.7% | +6.4% | +3.6% | △4.0% | △1.7% | +33.0% | +0.9% |
| ハードウェア (Hardware) | 76 | 145 | 100 | 245 | 101 | 163 | 124 | 218 |
| 増減率 (YOY Change) | △19.3% | +17.0% | △6.9% | +8.7% | +32.1% | +11.8% | +23.0% | △10.9% |
| メインフレーム (Mainframes) | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| 増減率 (YOY Change) | +3.9% | +52.9% | +19.5% | +13.6% | +0.9% | △13.8% | +6.7% | △8.5% |
| オープン他 (Open Products and Others) | 75 | 144 | 99 | 243 | 100 | 161 | 122 | 217 |
| 増減率 (YOY Change) | △19.5% | +16.8% | △7.1% | +8.7% | +32.6% | +12.0% | +23.1% | △10.9% |
| メインフレーム計 (Mainframes Total) | 4 | 7 | 4 | 10 | 5 | 6 | 6 | 4 |
| 増減率 (YOY Change) | △39.3% | +107.6% | +7.7% | +14.3% | +11.7% | △7.3% | +53.0% | △57.2% |
| オープン他計 (Open Products and Others Total) | 153 | 236 | 150 | 377 | 174 | 252 | 189 | 352 |
| 増減率 (YOY Change) | △3.4% | +15.6% | △2.9% | +6.8% | +14.0% | +6.6% | +26.4% | △6.7% |
| 合計 (Total) | 157 | 243 | 153 | 387 | 179 | 259 | 195 | 356 |
| 増減率 (YOY Change) | △4.9% | +17.0% | △2.7% | +7.0% | +13.9% | +6.3% | +27.1% | △8.1% |

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

(百万円 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|----------------------------------|------------------------|---------------|---------------|----------------|------------------------|---------------|---------------|----------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| サービス (Services) | 54,826 | 59,937 | 59,862 | 71,195 | 61,980 | 67,273 | 66,415 | 75,670 |
| 増減率 (YOY Change) | +7.3% | +4.2% | +6.6% | +12.0% | +13.0% | +12.2% | +10.9% | +6.3% |
| システムサービス (System Services) | 24,455 | 28,003 | 28,347 | 34,920 | 28,086 | 31,958 | 31,994 | 35,000 |
| 増減率 (YOY Change) | +19.8% | +4.8% | +12.2% | +13.7% | +14.9% | +14.1% | +12.9% | +0.2% |
| サポートサービス (Support Services) | 12,329 | 13,254 | 13,130 | 13,687 | 12,718 | 13,837 | 13,686 | 14,637 |
| 増減率 (YOY Change) | △1.7% | +2.3% | +3.2% | +2.8% | +3.2% | +4.4% | +4.2% | +6.9% |
| アウトソーシング (Outsourcing) | 15,679 | 16,176 | 16,163 | 18,711 | 18,616 | 18,634 | 17,798 | 21,533 |
| 増減率 (YOY Change) | △2.0% | +6.2% | +2.0% | +14.4% | +18.7% | +15.2% | +10.1% | +15.1% |
| その他サービス (Others) | 2,362 | 2,504 | 2,221 | 3,875 | 2,558 | 2,842 | 2,936 | 4,499 |
| 増減率 (YOY Change) | +9.2% | △3.9% | △4.2% | +21.6% | +8.3% | +13.5% | +32.2% | +16.1% |
| ソフトウェア (Software) | 8,063 | 9,793 | 5,286 | 14,266 | 7,796 | 9,600 | 7,129 | 13,803 |
| 増減率 (YOY Change) | +14.4% | +17.0% | +6.3% | +4.2% | △3.3% | △2.0% | +34.9% | △3.2% |
| ハードウェア (Hardware) | 7,627 | 14,533 | 10,045 | 24,459 | 10,076 | 16,249 | 12,352 | 21,792 |
| 増減率 (YOY Change) | △19.3% | +17.0% | △6.9% | +8.7% | +32.1% | +11.8% | +23.0% | △10.9% |
| コンピュータ販売 (Sales of Computers) | 7,392 | 14,295 | 9,806 | 24,221 | 9,852 | 16,016 | 12,116 | 21,567 |
| 増減率 (YOY Change) | △19.6% | +17.5% | △6.8% | +8.7% | +33.3% | +12.0% | +23.5% | △11.0% |
| コンピュータ賃貸収入 (Rental of Computers) | 235 | 238 | 238 | 237 | 224 | 233 | 236 | 225 |
| 増減率 (YOY Change) | △6.8% | △5.8% | △8.1% | +8.9% | △4.9% | △2.1% | △0.6% | △5.2% |
| 合計 (Total) | 70,517 | 84,264 | 75,194 | 109,921 | 79,854 | 93,123 | 85,897 | 111,266 |
| 増減率 (YOY Change) | +4.3% | +7.6% | +4.5% | +10.2% | +13.2% | +10.5% | +14.2% | +1.2% |

注) 増減率は前年同期比

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

3-4. 区分別売上総利益 (Gross Profit by Service and Product)

(百万円 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|----------------------------------|------------------------|---------------|---------------|---------------|------------------------|---------------|---------------|---------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| サービス (Services) | 17,123 | 19,185 | 18,172 | 20,727 | 18,173 | 20,747 | 19,645 | 22,209 |
| 増減率 (YOY Change) | +10.6% | +10.9% | +7.4% | +10.8% | +6.1% | +8.1% | +8.1% | +7.1% |
| システムサービス (System Services) | 8,514 | 9,753 | 9,481 | 11,854 | 9,690 | 11,344 | 10,679 | 12,422 |
| 増減率 (YOY Change) | +41.1% | +17.0% | +20.6% | +14.0% | +13.8% | +16.3% | +12.6% | +4.8% |
| サポートサービス (Support Services) | 3,890 | 4,358 | 4,004 | 3,826 | 3,872 | 4,450 | 4,307 | 4,111 |
| 増減率 (YOY Change) | △1.9% | +3.7% | △2.2% | △3.2% | △0.5% | +2.1% | +7.6% | +7.5% |
| アウトソーシング (Outsourcing) | 4,156 | 4,551 | 4,196 | 4,135 | 4,024 | 4,297 | 4,026 | 4,560 |
| 増減率 (YOY Change) | △17.3% | +10.5% | △6.3% | +12.6% | △3.2% | △5.6% | △4.0% | +10.3% |
| その他サービス (Others) | 562 | 522 | 489 | 911 | 585 | 655 | 631 | 1,113 |
| 増減率 (YOY Change) | +21.6% | △18.3% | +3.4% | +33.3% | +4.1% | +25.4% | +29.1% | +22.2% |
| ソフトウェア (Software) | 136 | 1,590 | 452 | 2,918 | 422 | 2,213 | 818 | 2,398 |
| 増減率 (YOY Change) | △82.2% | △3.9% | +2.9% | +21.9% | +210.4% | +39.2% | +80.7% | △17.8% |
| ハードウェア (Hardware) | 967 | 2,419 | 1,608 | 4,047 | 1,806 | 2,833 | 1,992 | 3,912 |
| 増減率 (YOY Change) | △31.7% | +1.8% | △19.8% | +10.1% | +86.6% | +17.2% | +23.8% | △3.3% |
| コンピュータ販売 (Sales of Computers) | 837 | 2,287 | 1,464 | 3,879 | 1,667 | 2,693 | 1,844 | 3,789 |
| 増減率 (YOY Change) | △34.9% | +3.4% | △21.4% | +8.5% | +99.1% | +17.8% | +26.0% | △2.3% |
| コンピュータ賃貸収入 (Rental of Computers) | 129 | 131 | 144 | 168 | 138 | 139 | 147 | 123 |
| 増減率 (YOY Change) | △0.8% | △18.9% | +0.2% | +63.6% | +6.4% | +6.0% | +1.8% | △26.8% |
| 合計 (Total) | 18,227 | 23,195 | 20,233 | 27,693 | 20,402 | 25,795 | 22,455 | 28,520 |
| 増減率 (YOY Change) | +3.1% | +8.8% | +4.5% | +11.8% | +11.9% | +11.2% | +11.0% | +3.0% |

3-5. 区分別売上総利益率 (Gross Margin by Service and Product)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|----------------------------------|------------------------|---------------|---------------|---------------|------------------------|---------------|---------------|---------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| サービス (Services) | 31.2% | 32.0% | 30.4% | 29.1% | 29.3% | 30.8% | 29.6% | 29.3% |
| 増減率 (YOY Change) | +0.9pt | +1.9pt | +0.2pt | △0.3pt | △1.9pt | △1.2pt | △0.8pt | +0.2pt |
| システムサービス (System Services) | 34.8% | 34.8% | 33.4% | 33.9% | 34.5% | 35.5% | 33.4% | 35.5% |
| 増減率 (YOY Change) | +5.3pt | +3.6pt | +2.3pt | +0.1pt | △0.3pt | +0.7pt | △0.1pt | +1.5pt |
| サポートサービス (Support Services) | 31.6% | 32.9% | 30.5% | 28.0% | 30.4% | 32.2% | 31.5% | 28.1% |
| 増減率 (YOY Change) | △0.0pt | +0.4pt | △1.7pt | △1.7pt | △1.1pt | △0.7pt | +1.0pt | +0.1pt |
| アウトソーシング (Outsourcing) | 26.5% | 28.1% | 26.0% | 22.1% | 21.6% | 23.1% | 22.6% | 21.2% |
| 増減率 (YOY Change) | △4.9pt | +1.1pt | △2.3pt | △0.4pt | △4.9pt | △5.1pt | △3.3pt | △0.9pt |
| その他サービス (Others) | 23.8% | 20.9% | 22.0% | 23.5% | 22.9% | 23.0% | 21.5% | 24.7% |
| 増減率 (YOY Change) | +2.4pt | △3.7pt | +1.6pt | +2.1pt | △0.9pt | +2.2pt | △0.5pt | +1.2pt |
| ソフトウェア (Software) | 1.7% | 16.2% | 8.6% | 20.5% | 5.4% | 23.1% | 11.5% | 17.4% |
| 増減率 (YOY Change) | △9.2pt | △3.5pt | △0.3pt | +3.0pt | +3.7pt | +6.8pt | +2.9pt | △3.1pt |
| ハードウェア (Hardware) | 12.7% | 16.6% | 16.0% | 16.5% | 17.9% | 17.4% | 16.1% | 18.0% |
| 増減率 (YOY Change) | △2.3pt | △2.5pt | △2.6pt | +0.2pt | +5.2pt | +0.8pt | +0.1pt | +1.4pt |
| コンピュータ販売 (Sales of Computers) | 11.3% | 16.0% | 14.9% | 16.0% | 16.9% | 16.8% | 15.2% | 17.6% |
| 増減率 (YOY Change) | △2.7pt | △2.2pt | △2.8pt | △0.0pt | +5.6pt | +0.8pt | +0.3pt | +1.6pt |
| コンピュータ賃貸収入 (Rental of Computers) | 55.2% | 55.4% | 60.7% | 70.9% | 61.7% | 60.0% | 62.2% | 54.8% |
| 増減率 (YOY Change) | +3.4pt | △9.0pt | +5.0pt | +23.7pt | +6.6pt | +4.6pt | +1.5pt | △16.1pt |
| 合計 (Total) | 25.8% | 27.5% | 26.9% | 25.2% | 25.5% | 27.7% | 26.1% | 25.6% |
| 増減率 (YOY Change) | △0.3pt | +0.3pt | △0.0pt | +0.4pt | △0.3pt | +0.2pt | △0.8pt | +0.4pt |

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

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

3-6. 区分別受注高 (Orders by Service and Product)

(百万円 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|----------------------------------|------------------------|---------------|---------------|----------------|------------------------|---------------|---------------|----------------|
| | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) | 第1四半期 (1Q) | 第2四半期 (2Q) | 第3四半期 (3Q) | 第4四半期 (4Q) |
| サービス (Services) | 52,438 | 60,205 | 52,442 | 96,178 | 61,157 | 60,528 | 60,269 | 107,207 |
| 増減率 (YOY Change) | +17.7% | +2.0% | +11.7% | +17.6% | +16.6% | +0.5% | +14.9% | +11.5% |
| システムサービス (System Services) | 26,864 | 33,398 | 24,255 | 34,445 | 30,462 | 32,559 | 29,555 | 35,046 |
| 増減率 (YOY Change) | +27.8% | +4.7% | +1.2% | +6.1% | +13.4% | △2.5% | +21.8% | +1.7% |
| サポートサービス (Support Services) | 11,441 | 11,733 | 11,441 | 19,689 | 11,947 | 12,232 | 12,273 | 20,737 |
| 増減率 (YOY Change) | △1.6% | △8.3% | +5.8% | +7.8% | +4.4% | +4.2% | +7.3% | +5.3% |
| アウトソーシング (Outsourcing) | 11,555 | 12,224 | 13,956 | 38,260 | 15,707 | 12,288 | 15,403 | 46,650 |
| 増減率 (YOY Change) | +22.4% | +5.3% | +38.2% | +34.6% | +35.9% | +0.5% | +10.4% | +21.9% |
| その他サービス (Others) | 2,577 | 2,848 | 2,788 | 3,783 | 3,039 | 3,448 | 3,036 | 4,773 |
| 増減率 (YOY Change) | +4.4% | +4.1% | +35.7% | +42.9% | +17.9% | +21.0% | +8.9% | +26.2% |
| ソフトウェア (Software) | 7,880 | 7,988 | 8,138 | 13,703 | 7,183 | 9,633 | 10,238 | 12,323 |
| 増減率 (YOY Change) | +38.1% | △8.4% | △4.2% | +15.1% | △8.8% | +20.6% | +25.8% | △10.1% |
| ハードウェア (Hardware) | 9,256 | 15,767 | 14,519 | 23,576 | 9,759 | 18,010 | 14,372 | 15,418 |
| 増減率 (YOY Change) | +7.0% | △18.1% | △1.9% | +38.0% | +5.4% | +14.2% | △1.0% | △34.6% |
| コンピュータ販売 (Sales of Computers) | 9,043 | 15,724 | 14,379 | 23,423 | 9,670 | 17,692 | 14,222 | 15,258 |
| 増減率 (YOY Change) | +5.9% | △17.4% | △2.4% | +39.0% | +6.9% | +12.5% | △1.1% | △34.9% |
| コンピュータ賃貸収入 (Rental of Computers) | 212 | 42 | 140 | 152 | 89 | 318 | 149 | 160 |
| 増減率 (YOY Change) | +86.6% | △81.4% | +93.9% | △34.2% | △57.9% | +642.4% | +7.0% | +4.9% |
| 合計 (Total) | 69,575 | 83,961 | 75,099 | 133,457 | 78,100 | 88,173 | 84,880 | 134,950 |
| 増減率 (YOY Change) | +18.1% | △3.5% | +6.9% | +20.5% | +12.3% | +5.0% | +13.0% | +1.1% |

3-7. 区分別受注残高 (Backlog by Service and Product)

(百万円 Millions of Yen)

| | 2023年3月期 FY March 2023 | | | | 2024年3月期 FY March 2024 | | | |
|----------------------------------|------------------------|-----------------------|-----------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|
| | 第1四半期末 (End of 1Q) | 第2四半期末 (End of 2Q) | 第3四半期末 (End of 3Q) | 第4四半期末 (End of 4Q) | 第1四半期末 (End of 1Q) | 第2四半期末 (End of 2Q) | 第3四半期末 (End of 3Q) | 第4四半期末 (End of 4Q) |
| サービス (Services) | 228,433 | 228,701 | 221,281 | 246,264 | 245,441 | 238,695 | 232,550 | 264,087 |
| 増減率 (YOY Change) | +3.7% | +3.1% | +4.1% | +6.7% | +7.4% | +4.4% | +5.1% | +7.2% |
| システムサービス (System Services) | 35,580 | 40,976 | 36,884 | 36,409 | 38,785 | 39,386 | 36,947 | 36,993 |
| 増減率 (YOY Change) | +29.2% | +25.2% | +17.4% | +9.8% | +9.0% | △3.9% | +0.2% | +1.6% |
| サポートサービス (Support Services) | 42,989 | 41,468 | 39,779 | 45,781 | 45,010 | 43,404 | 41,991 | 48,091 |
| 増減率 (YOY Change) | +4.9% | +1.5% | +2.2% | +4.3% | +4.7% | +4.7% | +5.6% | +5.0% |
| アウトソーシング (Outsourcing) | 145,884 | 141,932 | 139,725 | 159,274 | 156,366 | 150,020 | 147,624 | 172,742 |
| 増減率 (YOY Change) | △1.0% | △1.2% | +1.3% | +6.2% | +7.2% | +5.7% | +5.7% | +8.5% |
| その他サービス (Others) | 3,979 | 4,324 | 4,891 | 4,798 | 5,279 | 5,884 | 5,986 | 6,260 |
| 増減率 (YOY Change) | △10.3% | △5.3% | +13.6% | +27.5% | +32.7% | +36.1% | +22.4% | +30.5% |
| ソフトウェア (Software) | 7,596 | 5,791 | 8,643 | 8,080 | 7,466 | 7,499 | 10,608 | 9,128 |
| 増減率 (YOY Change) | +33.2% | △4.3% | △9.7% | +3.9% | △1.7% | +29.5% | +22.7% | +13.0% |
| ハードウェア (Hardware) | 14,712 | 15,945 | 20,419 | 19,536 | 19,219 | 20,980 | 22,999 | 16,625 |
| 増減率 (YOY Change) | +92.4% | +10.1% | +10.4% | +49.3% | +30.6% | +31.6% | +12.6% | △14.9% |
| コンピュータ販売 (Sales of Computers) | 13,204 | 14,633 | 19,205 | 18,407 | 18,224 | 19,900 | 22,006 | 15,697 |
| 増減率 (YOY Change) | +123.0% | +14.5% | +13.1% | +59.3% | +38.0% | +36.0% | +14.6% | △14.7% |
| コンピュータ賃貸収入 (Rental of Computers) | 1,507 | 1,312 | 1,214 | 1,129 | 994 | 1,080 | 993 | 928 |
| 増減率 (YOY Change) | △12.6% | △23.0% | △20.0% | △26.2% | △34.0% | △17.7% | △18.2% | △17.8% |
| 合計 (Total) | 250,742 | 250,439 | 250,344 | 273,880 | 272,127 | 267,176 | 266,158 | 289,842 |
| 増減率 (YOY Change) | +7.3% | +3.3% | +4.0% | +8.8% | +8.5% | +6.7% | +6.3% | +5.8% |

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

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

(注意)

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(Note)

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