

2021年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2021

(April 1, 2020 – March 31, 2021)

2021年4月28日  
April 28, 2021

伊藤忠テクノソリューションズ株式会社  
ITOCHU Techno-Solutions Corporation

注：・本資料は、金融商品取引法に基づく監査手続きの対象外であり、本資料の公表時点において、金融商品取引法に基づく連結財務諸表の監査手続きは終了していません。  
・本資料に記載されている業績予想は様々な要因により変化することがあり、実際の業績を確約するものではありません。

Note: ・This release is not subject to audit process as required by the Financial Instruments and Exchange Act of Japan. As of the date when this release was issued, the audit of consolidated financial statements as required by the Financial Instruments and Exchange Act had not been completed.  
・Forecasts contained in this report may be subject to change due to a wide range of factors, and no warranty is made explicitly or implicitly regarding their attainability.

## I. 連結情報 Consolidated Information (IFRS)

## 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3(予) (Projected)
売上収益 Revenue	407,849	429,625	451,957	487,018	479,878	520,000
対前年同期増減率 Y-Y Change (%)	+4.1%	+5.3%	+5.2%	+7.8%	△1.5%	+8.4%
売上原価 Cost of Sales	△ 311,133	△ 328,024	△ 344,248	△ 368,967	△ 358,412	△ 388,000
対売上収益構成比 % of Revenue	76.3%	76.4%	76.2%	75.8%	74.7%	74.6%
対前年同期増減率 Y-Y Change (%)	+3.7%	+5.4%	+4.9%	+7.2%	△2.9%	+8.3%
売上総利益 Gross Profit	96,716	101,601	107,709	118,051	121,465	132,000
対売上収益構成比 % of Revenue	23.7%	23.6%	23.8%	24.2%	25.3%	25.4%
対前年同期増減率 Y-Y Change (%)	+5.7%	+5.1%	+6.0%	+9.6%	+2.9%	+8.7%
その他の収益及び費用 Other Income and Expenses	△ 65,586	△ 68,978	△ 71,810	△ 76,383	△ 77,840	△ 83,500
対売上収益構成比 % of Revenue	16.1%	16.1%	15.9%	15.7%	16.2%	16.1%
対前年同期増減率 Y-Y Change (%)	+3.2%	+5.2%	+4.1%	+6.4%	+1.9%	+7.3%
販売費及び一般管理費 SG&A Expenses	△ 65,512	△ 69,165	△ 71,795	△ 75,474	△ 79,329	△ 83,500
その他の収益 Other Income	348	371	558	849	1,844	-
その他の費用 Other Expenses	△ 423	△ 185	△ 574	△ 1,758	△ 356	-
営業利益 Operating Income	31,129	32,622	35,898	41,667	43,625	48,500
対売上収益構成比 % of Revenue	7.6%	7.6%	7.9%	8.6%	9.1%	9.3%
対前年同期増減率 Y-Y Change (%)	+11.4%	+4.8%	+10.0%	+16.1%	+4.7%	+11.2%
税引前利益 Profit before Tax	31,300	33,729	36,286	41,541	43,952	49,000
対売上収益構成比 % of Revenue	7.7%	7.9%	8.0%	8.5%	9.2%	9.4%
対前年同期増減率 Y-Y Change (%)	+12.0%	+7.8%	+7.6%	+14.5%	+5.8%	+11.5%
当期純利益 Net Profit	21,996	23,774	24,878	28,461	30,843	33,500
対売上収益構成比 % of Revenue	5.4%	5.5%	5.5%	5.8%	6.4%	6.4%
対前年同期増減率 Y-Y Change (%)	+21.3%	+8.1%	+4.6%	+14.4%	+8.4%	+8.6%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	21,861	23,581	24,616	28,451	30,486	33,000
対売上収益構成比 % of Revenue	5.4%	5.5%	5.4%	5.8%	6.4%	6.3%
対前年同期増減率 Y-Y Change (%)	+21.3%	+7.9%	+4.4%	+15.6%	+7.2%	+8.2%

※CTCは伊藤忠テクノソリューションズ株式会社の略称です。

※CTC is the abbreviation for ITOCHU Techno-Solutions Corporation.

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

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3(予) (Projected)
受注高 Orders Received	437,553	435,246	470,177	490,707	522,492	535,000
対前年同期増減率 Y-Y Change (%)	+9.8%	△0.5%	+8.0%	+4.4%	+6.5%	+2.4%
受注残高 Backlog	238,052	243,673	262,935	272,298	314,912	329,912

## 3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020					2021年3月期 Fiscal year ended March 31, 2021				
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	通期 Full Year	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	通期 Full Year
売上収益 Revenue	96,973	113,411	116,979	159,653	487,018	104,075	110,974	115,833	148,995	479,878
エンタープライズ事業 Enterprise	24,988	27,988	29,990	34,673	117,640	26,904	26,597	28,061	33,560	115,125
構成比 Share (%)	25.8%	24.7%	25.6%	21.7%	24.2%	25.8%	24.0%	24.2%	22.5%	24.0%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+7.7%	△5.0%	△6.4%	△3.2%	△2.1%
流通事業 Distribution	14,599	14,655	14,233	16,161	59,650	12,204	12,269	12,983	13,973	51,430
構成比 Share (%)	15.1%	12.9%	12.2%	10.1%	12.2%	11.7%	11.1%	11.2%	9.4%	10.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△16.4%	△16.3%	△8.8%	△13.5%	△13.8%
情報通信事業 Telecommunication	28,774	37,359	36,857	70,488	173,480	34,840	37,551	43,082	63,161	178,636
構成比 Share (%)	29.7%	32.9%	31.5%	44.2%	35.6%	33.5%	33.8%	37.2%	42.4%	37.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+21.1%	+0.5%	+16.9%	△10.4%	+3.0%
広域・社会インフラ事業 Regional & Social Infrastructure	10,954	15,918	14,509	19,356	60,738	14,418	14,305	14,104	19,271	62,100
構成比 Share (%)	11.3%	14.0%	12.4%	12.1%	12.5%	13.9%	12.9%	12.2%	12.9%	13.0%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+31.6%	△10.1%	△2.8%	△0.4%	+2.2%
金融事業 Financial Services	5,002	6,016	5,783	7,238	24,041	5,205	6,130	6,125	7,113	24,574
構成比 Share (%)	5.1%	5.3%	5.0%	4.5%	4.9%	5.0%	5.5%	5.3%	4.8%	5.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+4.1%	+1.9%	+5.9%	△1.7%	+2.2%
ITサービス事業 IT Services	3,114	2,768	2,731	2,396	11,010	2,632	2,476	2,649	2,284	10,043
構成比 Share (%)	3.2%	2.5%	2.3%	1.5%	2.3%	2.5%	2.2%	2.3%	1.5%	2.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△15.5%	△10.6%	△3.0%	△4.7%	△8.8%
その他 Others	9,540	8,703	12,873	9,338	40,456	7,868	11,643	8,825	9,630	37,968
構成比 Share (%)	9.8%	7.7%	11.0%	5.9%	8.3%	7.6%	10.5%	7.6%	6.5%	7.9%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△17.5%	+33.8%	△31.4%	+3.1%	△6.1%

## 4. セグメント別 税引前利益 Profit before Tax by segments

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020					2021年3月期 Fiscal year ended March 31, 2021				
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	通期 Full Year	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	通期 Full Year
税引前利益 Profit before Tax	4,869	9,779	9,421	17,470	41,541	5,895	7,464	9,687	20,904	43,952
エンタープライズ事業 Enterprise	1,025	1,836	1,946	4,233	9,041	1,059	1,339	1,852	4,258	8,509
流通事業 Distribution	942	1,445	1,619	1,534	5,541	374	△ 498	340	1,028	1,245
情報通信事業 Telecommunication	1,657	2,520	3,143	9,704	17,025	2,369	2,642	3,841	9,474	18,327
広域・社会インフラ事業 Regional & Social Infrastructure	△ 289	958	343	1,417	2,430	658	572	649	2,800	4,680
金融事業 Financial Services	△ 45	339	340	692	1,327	293	552	570	859	2,276
ITサービス事業 IT Services	2,087	3,511	2,593	3,113	11,305	2,110	3,132	2,995	4,497	12,735
その他 Others	363	444	724	△ 1,013	519	245	855	734	585	2,422
調整額 Adjustment	△ 872	△ 1,276	△ 1,289	△ 2,210	△ 5,649	△ 1,216	△ 1,131	△ 1,297	△ 2,599	△ 6,245

※ 2020年4月1日付で、従来「エンタープライズ事業」に含まれていた一部の製造分野向けビジネスを「流通事業」に移管しております。  
なお、前連結会計年度のセグメント情報については、変更後の区分方法により作成したものを記載しております。

※ As of April 1, 2020, a part of the manufacturing business, which was previously included in the “Enterprise”, has been transferred to the “Distribution”. The segment information for the previous fiscal year has been described based on the reportable segment classifications after the change.

＜参考＞ セグメント別 ビジネスモデル別売上収益 Revenue by segments and business model

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020					2021年3月期 Fiscal year ended March 31, 2021				
	第1四半期	第2四半期	第3四半期	第4四半期	通期	第1四半期	第2四半期	第3四半期	第4四半期	通期
	1st Q	2nd Q	3rd Q	4th Q	Full Year	1st Q	2nd Q	3rd Q	4th Q	Full Year
売上収益 Revenue	96,973	113,411	116,979	159,653	487,018	104,075	110,974	115,833	148,995	479,878
サービス Services	44,926	47,411	49,678	50,469	192,485	46,815	47,060	48,794	52,739	195,409
開発・SI Application Development, Infrastructure SI	21,842	25,228	26,884	31,074	105,029	20,567	24,125	26,494	32,119	103,307
製品 Products	30,205	40,771	40,416	78,109	189,502	36,692	39,788	40,544	64,136	181,161
エンタープライズ事業 Enterprise	24,988	27,988	29,990	34,673	117,640	26,904	26,597	28,061	33,560	115,125
サービス Services	12,560	13,225	13,341	14,126	53,254	13,128	13,406	13,661	14,589	54,786
開発・SI Application Development, Infrastructure SI	4,706	5,965	6,508	7,934	25,114	4,881	5,567	6,022	8,009	24,481
製品 Products	7,721	8,798	10,139	12,612	39,271	8,895	7,623	8,377	10,961	35,857
流通事業 Distribution	14,599	14,655	14,233	16,161	59,650	12,204	12,269	12,983	13,973	51,430
サービス Services	6,574	6,998	6,689	6,987	27,250	6,388	6,362	6,431	6,640	25,823
開発・SI Application Development, Infrastructure SI	5,700	5,881	6,137	5,755	23,474	4,058	4,181	5,124	4,818	18,183
製品 Products	2,324	1,775	1,406	3,418	8,925	1,757	1,724	1,426	2,515	7,423
情報通信事業 Telecommunication	28,774	37,359	36,857	70,488	173,480	34,840	37,551	43,082	63,161	178,636
サービス Services	12,676	13,477	14,170	16,421	56,745	13,690	13,216	14,088	16,378	57,374
開発・SI Application Development, Infrastructure SI	6,679	7,311	7,771	9,753	31,515	6,434	8,660	8,729	11,307	35,131
製品 Products	9,418	16,571	14,915	44,313	85,220	14,715	15,674	20,264	35,475	86,130
広域・社会インフラ事業 Regional & Social Infrastructure	10,954	15,918	14,509	19,356	60,738	14,418	14,305	14,104	19,271	62,100
サービス Services	6,043	6,596	6,520	6,990	26,151	6,600	6,608	6,705	7,436	27,350
開発・SI Application Development, Infrastructure SI	2,275	3,205	3,715	4,608	13,805	2,716	2,799	3,552	4,636	13,704
製品 Products	2,634	6,115	4,273	7,758	20,782	5,101	4,898	3,846	7,198	21,044
金融事業 Financial Services	5,002	6,016	5,783	7,238	24,041	5,205	6,130	6,125	7,113	24,574
サービス Services	2,010	2,036	2,065	2,181	8,294	2,125	2,374	2,221	2,330	9,051
開発・SI Application Development, Infrastructure SI	2,306	2,569	2,524	2,769	10,169	2,271	2,653	2,808	3,013	10,747
製品 Products	686	1,410	1,193	2,287	5,577	809	1,101	1,095	1,769	4,775
ITサービス事業 IT Services	3,114	2,768	2,731	2,396	11,010	2,632	2,476	2,649	2,284	10,043
サービス Services	2,900	2,412	2,394	2,067	9,776	2,364	2,158	2,339	1,872	8,735
開発・SI Application Development, Infrastructure SI	166	236	208	225	837	192	235	241	305	974
製品 Products	46	119	128	102	396	75	81	69	106	333
その他 Others	9,540	8,703	12,873	9,338	40,456	7,868	11,643	8,825	9,630	37,968
サービス Services	2,161	2,665	4,495	1,692	11,014	2,517	2,933	3,345	3,491	12,287
開発・SI Application Development, Infrastructure SI	6	58	18	29	112	12	26	15	28	83
製品 Products	7,373	5,980	8,359	7,616	29,329	5,338	8,683	5,464	6,110	25,597

## 5. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
通信／放送 Telecommunications/ Broadcasting	126,774	122,664	132,941	142,893	156,045
構成比 % of Revenue (%)	31.1%	28.6%	29.4%	29.3%	32.5%
対前年同期増減率 Y-Y Change (%)	+1.0%	△3.2%	+9.5%	+7.5%	+9.2%
電気 Electronics	17,475	20,668	22,155	21,831	22,124
構成比 % of Revenue (%)	4.3%	4.8%	4.9%	4.5%	4.6%
対前年同期増減率 Y-Y Change (%)	△12.6%	+18.3%	△3.0%	△1.5%	+1.3%
製造等 Manufacturing (excluding electronics)	56,654	59,076	65,533	69,376	62,644
構成比 % of Revenue (%)	13.8%	13.8%	14.5%	14.2%	13.1%
対前年同期増減率 Y-Y Change (%)	+10.8%	+4.3%	+9.7%	+5.9%	△9.7%
情報サービス Information Services	76,112	79,982	82,659	87,078	80,973
構成比 % of Revenue (%)	18.7%	18.6%	18.3%	17.9%	16.9%
対前年同期増減率 Y-Y Change (%)	+5.9%	+5.1%	+9.1%	+5.3%	△7.0%
公共 Public Sector	14,540	14,228	10,435	14,436	17,577
構成比 % of Revenue (%)	3.6%	3.3%	2.3%	3.0%	3.7%
対前年同期増減率 Y-Y Change (%)	△10.1%	△2.1%	△2.3%	+38.3%	+21.8%
商業／運輸 Commerce/ Transportation	38,423	37,149	36,952	39,453	32,503
構成比 % of Revenue (%)	9.4%	8.6%	8.2%	8.1%	6.8%
対前年同期増減率 Y-Y Change (%)	+33.5%	△3.3%	△5.4%	+6.8%	△17.6%
金融／保険 Finance/ Insurance	52,066	63,184	69,644	74,598	76,233
構成比 % of Revenue (%)	12.8%	14.7%	15.4%	+15.3%	15.8%
対前年同期増減率 Y-Y Change (%)	+2.4%	+21.4%	+1.0%	+7.1%	+2.2%
その他 Others	25,801	32,670	31,635	37,349	31,775
構成比 % of Revenue (%)	6.3%	7.6%	7.0%	7.7%	6.6%
対前年同期増減率 Y-Y Change (%)	△5.5%	+26.6%	+1.4%	+18.1%	△14.9%
合計 Total Revenue	407,849	429,625	451,957	487,018	479,878
構成比 % of Revenue (%)	100.0%	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	+4.1%	+5.3%	+5.2%	+7.8%	△1.5%

※ 2020年4月1日付で、従来「その他」に含まれていた一部海外事業を「公共」に移動しております。  
 なお、前連結会計年度の業種別情報については、変更後の区分方法により作成したものを記載しております。

※ As of April 1, 2020, we have moved some overseas businesses that were previously included in "Others" to "Public Sector".  
 The Sector information for the previous fiscal year has been described based on the reportable sector classifications after the change.

## 6. 販売費及び一般管理費 内訳 SG&amp;A Expenses

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
販売費及び一般管理費 SG&A Expenses	△ 65,512	△ 69,165	△ 71,795	△ 75,474	△ 79,329
人件費 Personnel Expenses	△ 37,850	△ 39,725	△ 41,227	△ 43,646	△ 47,059
委託社員受入費 Outside Staff Expenses	△ 5,691	△ 6,291	△ 6,219	△ 6,233	△ 7,301
減価償却費 Depreciation and Amortization	△ 2,505	△ 3,095	△ 3,083	△ 6,297	△ 9,660
その他 Others	△ 19,464	△ 20,052	△ 21,264	△ 19,296	△ 15,307

## 7. 従業員の推移 Number of Employees

(単位:人 People)

	2017/3	2018/3	2019/3	2020/3	2021/3
CTCグループ社員 CTC Group Employees	8,193	8,266	8,359	8,808	9,050
うちシステムエンジニア System Engineers	3,387	3,459	3,506	3,686	3,712
うちカスタマーエンジニア Customer Engineers	1,006	1,014	1,020	1,073	1,125
派遣社員 Outside Staff	5,712	5,660	5,761	6,474	6,306
うちシステムエンジニア System Engineers	2,881	3,105	3,140	3,569	3,597
うちカスタマーエンジニア Customer Engineers	636	605	564	636	637
CTCグループ全従業員 Total	13,905	13,926	14,120	15,282	15,356
うちシステムエンジニア System Engineers	6,268	6,564	6,646	7,255	7,309
うちカスタマーエンジニア Customer Engineers	1,642	1,619	1,584	1,709	1,762

※ 2020年3月期より、有価証券報告書でご報告している集計方法に合わせて集計方法を変更しました。

本変更により、2019年3月期まで含めていた当社グループ外への出向者を除いております。

※ From the fiscal year ended March 31, 2020, the Company has changed the aggregation method in conformity with the method reported in the annual securities report. As a result of this change, employees seconded to companies outside the Group who were included until the fiscal year ended March 31, 2019 have been excluded.

## 8. 資産および資本 Total Assets and Total Equity

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
資産合計 Total Assets	333,123	353,882	378,936	438,816	462,748
資本合計 Total Equity	195,701	210,850	225,105	238,564	262,609
株主資本比率 (%) Percentage Ownership of the Owners of the Company.	57.7%	58.4%	58.2%	52.8%	55.1%

## 9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
営業活動によるキャッシュ・フロー Operating Activities	25,203	11,014	20,622	50,103	37,266
投資活動によるキャッシュ・フロー Investing Activities	△ 14,158	△ 2,306	△ 3,235	△ 17,188	△ 10,120
財務活動によるキャッシュ・フロー Financing Activities	△ 7,833	△ 5,994	△ 9,567	△ 17,123	△ 21,062
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	48,213	51,003	58,878	74,615	80,944

## 10. 設備投資額および減価償却費 Capital Investment and Depreciation and Amortization

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
設備投資額 Capital Investment	△ 10,748	△ 5,208	△ 7,236	△ 16,165	△ 14,635
減価償却費 Depreciation and Amortization	△ 8,438	△ 8,820	△ 8,851	△ 16,240	△ 19,664

## 11. 株主資本合計当社株主に帰属する当期純利益率(ROE)および資産合計当期純利益率(ROA)

Return On Equity and Return On Asset

	2017/3	2018/3	2019/3	2020/3	2021/3
株主資本合計当社株主に帰属する当期純利益率 ROE (%)	11.8%	11.8%	11.5%	12.6%	12.5%
資産合計当期純利益率 ROA (%)	6.8%	6.9%	6.7%	6.8%	6.8%

## 12. 一株当たり情報 Per Share Data

	2017/3	2018/3	2019/3	2020/3	2021/3
基本的・一株当たり当社株主に帰属する当期純利益 Earnings Per Share	94.55	102.04	106.55	123.15	131.95
一株当たり株主資本合計 Book-value Per Share	831.11	894.13	955.30	1,002.76	1,102.79
一株当たり配当金 Cash Dividends Per Share	40.00	45.00	50.00	58.00	64.00(予) (Plan)

※当社は、2018年4月1日付で普通株式1株につき2株の割合で株式分割を行っております。

※We have implemented a 2-for-1 stock split with an effective date of April 1, 2018.

## Ⅱ. 連結四半期情報 Quarterly Operating Results (IFRS)

### 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020				2021年3月期 Fiscal year ended March 31, 2021			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q
売上収益 Revenue	96,973	113,411	116,979	159,653	104,075	110,974	115,833	148,995
対前年同期増減率 Y-Y Change (%)	+6.6%	+12.1%	+8.5%	+5.1%	+7.3%	△2.1%	△1.0%	△6.7%
売上原価 Cost of Sales	△ 74,090	△ 86,095	△ 88,503	△ 120,278	△ 79,094	△ 84,581	△ 86,379	△ 108,356
対売上収益構成比 % of Revenue	76.4%	75.9%	75.7%	75.3%	76.0%	76.2%	74.6%	72.7%
対前年同期増減率 Y-Y Change (%)	+5.8%	+12.6%	+7.3%	+4.3%	+6.8%	△1.8%	△2.4%	△9.9%
売上総利益 Gross Profit	22,883	27,316	28,476	39,375	24,980	26,392	29,453	40,638
対売上収益構成比 % of Revenue	23.6%	24.1%	24.3%	24.7%	24.0%	23.8%	25.4%	27.3%
対前年同期増減率 Y-Y Change (%)	+9.2%	+10.5%	+12.1%	+7.5%	+9.2%	△3.4%	+3.4%	+3.2%
その他の収益及び費用 Other Income and Expenses	△ 18,056	△ 17,473	△ 18,974	△ 21,878	△ 19,134	△ 18,929	△ 19,811	△ 19,965
対売上収益構成比 % of Revenue	18.6%	15.4%	16.2%	13.7%	18.4%	17.1%	17.1%	13.4%
対前年同期増減率 Y-Y Change (%)	+1.3%	+1.1%	+4.8%	+17.6%	+6.0%	+8.3%	+4.4%	△8.7%
販売費及び一般管理費 SG&A Expenses	△ 18,124	△ 17,716	△ 19,031	△ 20,610	△ 19,194	△ 19,178	△ 19,935	△ 21,023
その他の収益 Other Income	78	274	157	354	99	381	191	1,175
その他の費用 Other Expenses	△ 10	△ 31	△ 100	△ 1,622	△ 39	△ 131	△ 66	△ 117
営業利益 Operating Income	4,826	9,842	9,501	17,497	5,846	7,463	9,642	20,672
対売上収益構成比 % of Revenue	5.0%	8.7%	8.1%	11.0%	5.6%	6.7%	8.3%	13.9%
対前年同期増減率 Y-Y Change (%)	+54.5%	+32.1%	+30.3%	△3.0%	+21.1%	△24.2%	+1.5%	+18.1%
税引前利益 Profit before Tax	4,869	9,779	9,421	17,470	5,895	7,464	9,687	20,904
対売上収益構成比 % of Revenue	5.0%	8.6%	8.1%	10.9%	5.7%	6.7%	8.4%	14.0%
対前年同期増減率 Y-Y Change (%)	+45.1%	+31.1%	+26.7%	△3.1%	+21.1%	△23.7%	+2.8%	+19.7%
当期純利益 Net Profit	3,315	6,707	6,458	11,980	4,067	5,233	6,772	14,769
対売上収益構成比 % of Revenue	3.4%	5.9%	5.5%	7.5%	3.9%	4.7%	5.8%	9.9%
対前年同期増減率 Y-Y Change (%)	+47.6%	+30.8%	+27.3%	△3.6%	+22.7%	△22.0%	+4.9%	+23.3%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	3,246	6,647	6,272	12,285	4,092	5,135	6,639	14,617
対売上収益構成比 % of Revenue	3.3%	5.9%	5.4%	7.7%	3.9%	4.6%	5.7%	9.8%
対前年同期増減率 Y-Y Change (%)	+43.2%	+31.1%	+25.6%	+0.0%	+26.1%	△22.7%	+5.9%	+19.0%

※各四半期毎の数値の合計額は、表示上の組替により累計数値と一致しない場合があります。

※The total amounts of quarterly figures may not be equal to accumulate figures due to accounting adjustment.

※※CTCは伊藤忠テクノソリューションズの略称です。

※※CTC is the abbreviation for ITOCHU Techno-Solutions.

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

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020				2021年3月期 Fiscal year ended March 31, 2021			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q
受注高 Orders Received	101,672	109,054	110,188	169,791	95,861	120,217	124,037	182,376
対前年同期増減率 Y-Y Change (%)	+15.3%	+11.9%	△8.9%	+3.8%	△5.7%	+10.2%	+12.6%	+7.4%
受注残高 Backlog	267,633	268,152	262,155	272,298	264,084	273,327	281,532	314,912

## 3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020				2021年3月期 Fiscal year ended March 31, 2021			
	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q	第1四半期 1st Q	第2四半期 2nd Q	第3四半期 3rd Q	第4四半期 4th Q
通信／放送 Telecommunications/ Broadcasting	22,825	28,782	28,093	63,192	29,063	31,871	37,732	57,377
構成比 % of Revenue (%)	23.5%	25.4%	24.0%	39.6%	27.9%	28.7%	32.6%	38.5%
対前年同期増減率 Y-Y Change (%)	△13.2%	+4.0%	+5.7%	+20.6%	+27.3%	+10.7%	+34.3%	△9.2%
電気 Electronics	3,777	5,488	6,201	6,363	4,705	4,694	4,991	7,732
構成比 % of Revenue (%)	3.9%	4.8%	5.3%	4.0%	4.5%	4.2%	4.3%	5.2%
対前年同期増減率 Y-Y Change (%)	△18.6%	+4.7%	+18.2%	△9.4%	+24.6%	△14.5%	△19.5%	+21.5%
製造等 Manufacturing (excluding electronics)	15,943	17,258	17,294	18,879	14,294	14,432	15,860	18,056
構成比 % of Revenue (%)	16.4%	15.2%	14.8%	11.8%	13.7%	13.0%	13.7%	12.1%
対前年同期増減率 Y-Y Change (%)	+25.5%	+13.7%	+3.5%	△9.8%	△10.3%	△16.4%	△8.3%	△4.4%
情報サービス Information Services	19,162	20,425	21,866	25,623	18,768	19,878	19,954	22,371
構成比 % of Revenue (%)	19.8%	18.0%	18.7%	16.0%	18.1%	17.9%	17.2%	15.0%
対前年同期増減率 Y-Y Change (%)	+18.9%	+13.6%	△6.1%	+1.4%	△2.1%	△2.7%	△8.7%	△12.7%
公共 Public Sector	2,205	2,626	4,896	4,708	2,942	3,614	4,359	6,660
構成比 % of Revenue (%)	2.3%	2.3%	4.2%	3.0%	2.9%	3.3%	3.8%	4.5%
対前年同期増減率 Y-Y Change (%)	+16.4%	+29.2%	+121.2%	+9.7%	+33.4%	+37.6%	△11.0%	+41.5%
商業／運輸 Commerce/ Transportation	8,816	10,376	9,455	10,804	8,159	8,111	8,509	7,723
構成比 % of Revenue (%)	9.1%	9.2%	8.1%	6.8%	7.8%	7.3%	7.3%	5.2%
対前年同期増減率 Y-Y Change (%)	+7.0%	+32.4%	+0.8%	△6.0%	△7.5%	△21.8%	△10.0%	△28.5%
金融／保険 Finance/ Insurance	13,275	18,797	20,453	22,072	19,033	18,877	17,239	21,083
構成比 % of Revenue (%)	13.7%	16.6%	17.5%	13.8%	18.3%	17.0%	14.9%	14.1%
対前年同期増減率 Y-Y Change (%)	+2.6%	+12.3%	+17.5%	△2.2%	+43.4%	+0.4%	△15.7%	△4.5%
その他 Others	10,967	9,654	8,717	8,009	7,107	9,492	7,185	7,990
構成比 % of Total Sales (%)	11.3%	8.5%	7.4%	5.0%	6.8%	8.6%	6.2%	5.4%
対前年同期増減率 Y-Y Change (%)	+34.6%	+14.0%	+23.9%	+0.4%	△35.2%	△1.7%	△17.6%	△0.2%
合計 Total Revenue	96,973	113,411	116,979	159,653	104,075	110,974	115,833	148,995
構成比 % of Revenue (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	+6.6%	+12.1%	+8.5%	+5.1%	+7.3%	△2.1%	△1.0%	△6.7%

※ 2020年4月1日付で、従来「その他」に含まれていた一部海外事業を「公共」に移動しております。  
なお、前連結会計年度の業種別情報については、変更後の区分方法により作成したものを記載しております。

※ As of April 1, 2020, we have moved some overseas businesses that were previously included in "Others" to "Public Sector".  
The Sector information for the previous fiscal year has been described based on the reportable sector classifications after the change.



### Ⅲ. 単体情報 Nonconsolidated Information (日本基準)

#### 1. 業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

	2017/3	2018/3	2019/3	2020/3	2021/3
売上高 Total Sales	359,456	384,618	401,420	424,723	423,319
対前年同期増減率 Y-Y Change (%)	+4.8%	+7.0%	+4.4%	+5.8%	△0.3%
売上原価 Cost of Sales	286,230	307,135	319,432	342,584	337,959
対売上高構成比 % of Total Sales	79.6%	79.9%	79.6%	80.7%	79.8%
対前年同期増減率 Y-Y Change (%)	+3.7%	+7.3%	+4.0%	+7.2%	△1.4%
売上総利益 Gross Profit	73,225	77,483	81,987	82,138	85,360
対売上高構成比 % of Total Sales	20.4%	20.1%	20.4%	19.3%	20.2%
対前年同期増減率 Y-Y Change (%)	+9.3%	+5.8%	+5.8%	+0.2%	+3.9%
販売費及び一般管理費 SG&A Expenses	52,828	57,015	59,115	59,118	62,273
対売上高構成比 % of Total Sales	14.7%	14.8%	14.7%	13.9%	14.7%
対前年同期増減率 Y-Y Change (%)	+5.4%	+7.9%	+3.7%	+0.0%	+5.3%
営業利益 Operating Income	20,397	20,467	22,872	23,020	23,087
対売上高構成比 % of Total Sales	5.7%	5.3%	5.7%	5.4%	5.5%
対前年同期増減率 Y-Y Change (%)	+20.7%	+0.3%	+11.7%	+0.6%	+0.3%
経常利益 Ordinary Income	23,218	24,894	27,022	31,930	34,211
対売上高構成比 % of Total Sales	6.5%	6.5%	6.7%	7.5%	8.1%
対前年同期増減率 Y-Y Change (%)	+8.0%	+7.2%	+8.5%	+18.2%	+7.1%
税引前当期純利益 Profit before Income Taxes	28,550	30,263	27,102	31,264	34,713
対売上高構成比 % of Total Sales	7.9%	7.9%	6.8%	7.4%	8.2%
対前年同期増減率 Y-Y Change (%)	+15.0%	+6.0%	△10.4%	+15.4%	+11.0%
当期純利益 Net Income	21,906	23,433	19,287	23,549	26,795
対売上高構成比 % of Total Sales	6.1%	6.1%	4.8%	5.5%	6.3%
対前年同期増減率 Y-Y Change (%)	+17.1%	+7.0%	△17.7%	+22.1%	+13.8%

## 2. 四半期業績概況 Quarterly Nonconsolidated Operating Results

		2020年3月期 Fiscal year ended March 31, 2020				2021年3月期 Fiscal year ended March 31, 2021			
		第1四半期	第2四半期	第3四半期	第4四半期	第1四半期	第2四半期	第3四半期	第4四半期
		1st Q	2nd Q	3rd Q	4th Q	1st Q	2nd Q	3rd Q	4th Q
売上高	Total Sales	81,640	99,178	98,768	145,137	91,669	95,128	102,067	134,453
	対前年同期増減率 Y-Y Change (%)	+1.7%	+11.8%	+3.7%	+5.8%	+12.3%	△4.1%	+3.3%	△7.4%
売上原価	Cost of Sales	66,802	80,621	79,422	115,738	74,442	77,397	81,530	104,589
	対売上高構成比 % of Total Sales	81.8%	81.3%	80.4%	79.7%	81.2%	81.4%	79.9%	77.8%
	対前年同期増減率 Y-Y Change (%)	+3.2%	+14.7%	+4.1%	+7.1%	+11.4%	△4.0%	+2.7%	△9.6%
売上総利益	Gross Profit	14,838	18,556	19,345	29,398	17,227	17,731	20,536	29,864
	対売上高構成比 % of Total Sales	18.2%	18.7%	19.6%	20.3%	18.8%	18.6%	20.1%	22.2%
	対前年同期増減率 Y-Y Change (%)	△4.7%	+1.0%	+2.1%	+1.0%	+16.1%	△4.4%	+6.2%	+1.6%
販売費及び一般管理費	SG&A Expenses	14,180	13,914	15,078	15,944	14,965	15,152	15,933	16,221
	対売上高構成比 % of Total Sales	17.4%	14.0%	15.3%	11.0%	16.3%	15.9%	15.6%	12.1%
	対前年同期増減率 Y-Y Change (%)	△3.7%	△2.3%	+0.3%	+5.5%	+5.5%	+8.9%	+5.7%	+1.7%
営業利益	Operating Income	657	4,641	4,266	13,454	2,261	2,579	4,603	13,643
	対売上高構成比 % of Total Sales	0.8%	4.7%	4.3%	9.3%	2.5%	2.7%	4.5%	10.1%
	対前年同期増減率 Y-Y Change (%)	△22.0%	+12.2%	+9.2%	△3.8%	+244.1%	△44.4%	+7.9%	+1.4%
経常利益	Ordinary Income	8,015	5,120	4,773	14,020	11,829	3,099	5,092	14,190
	対売上高構成比 % of Total Sales	9.8%	5.2%	4.8%	9.7%	12.9%	3.3%	5.0%	10.6%
	対前年同期増減率 Y-Y Change (%)	+133.2%	+6.8%	+8.3%	△2.5%	+47.6%	△39.5%	+6.7%	+1.2%
税引前当期純利益	Profit before Income Taxes	8,015	5,092	4,662	13,492	11,829	3,062	5,081	14,740
	対売上高構成比 % of Total Sales	9.8%	5.1%	4.7%	9.3%	12.9%	3.2%	5.0%	11.0%
	対前年同期増減率 Y-Y Change (%)	+133.2%	+7.4%	+5.8%	△7.1%	+47.6%	△39.9%	+9.0%	+9.2%
当期純利益	Net Income	7,570	3,501	3,164	9,312	10,962	2,110	3,527	10,196
	対売上高構成比 % of Total Sales	9.3%	3.5%	3.2%	6.4%	12.0%	2.2%	3.5%	7.6%
	対前年同期増減率 Y-Y Change (%)	+155.6%	+6.0%	+5.6%	△7.1%	+44.8%	△39.7%	+11.5%	+9.5%

## 3. ビジネスモデル別売上高(サービス／開発・SI／製品)四半期推移 Breakdown by Business Model

(単位: 百万円 Millions of yen)

	2021年3月期 Fiscal year ended March 31, 2021									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
サービス Services /対売上高構成比 % of Total Sales (%)	41,290	45.0%	41,440	43.5%	42,532	41.7%	46,684	34.7%	171,948	40.6%
保守・設置・構築 / Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	23,723	25.8%	24,025	25.2%	23,962	23.5%	25,313	18.8%	97,025	22.9%
運用 Operation /対売上高構成比 % of Total Sales (%)	10,181	11.1%	9,011	9.5%	9,739	9.5%	9,992	7.4%	38,924	9.2%
その他サービス and Other Services /対売上高構成比 % of Total Sales (%)	7,385	8.1%	8,403	8.8%	8,831	8.7%	11,378	8.5%	35,998	8.5%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	19,957	21.8%	23,843	25.1%	25,744	25.2%	31,058	23.1%	100,603	23.8%
製品 Products /対売上高構成比 % of Total Sales (%)	30,421	33.2%	29,845	31.4%	33,790	33.1%	56,710	42.2%	150,767	35.6%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,210	2.4%	2,860	3.0%	2,705	2.6%	3,993	3.0%	11,769	2.8%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	5,925	6.5%	6,239	6.6%	8,487	8.3%	13,533	10.1%	34,186	8.1%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	820	0.9%	2,126	2.2%	1,485	1.5%	2,952	2.2%	7,384	1.7%
ミドルウェア&アプリケーション Middleware & Application /対売上高構成比 % of Total Sales (%)	11,049	12.0%	10,842	11.4%	11,717	11.5%	19,428	14.4%	53,038	12.5%
その他 Others /対売上高構成比 % of Total Sales (%)	10,414	11.4%	7,776	8.2%	9,394	9.2%	16,802	12.5%	44,388	10.5%
合計 Total /対売上高構成比 % of Total Sales (%)	91,669	100.0%	95,128	100.0%	102,067	100.0%	134,453	100.0%	423,319	100.0%

(単位: 百万円 Millions of yen)

	2020年3月期 Fiscal year ended March 31, 2020									
	第1四半期 1st Q		第2四半期 2nd Q		第3四半期 3rd Q		第4四半期 4th Q		通期 Full Year	
サービス Services /対売上高構成比 % of Total Sales (%)	38,927	47.7%	41,298	41.6%	41,907	42.4%	45,957	31.7%	168,090	39.5%
保守・設置・構築 / Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	23,566	28.9%	24,999	25.2%	24,306	24.6%	26,522	18.3%	99,394	23.4%
運用 Operation /対売上高構成比 % of Total Sales (%)	9,527	11.7%	9,761	9.8%	9,728	9.8%	10,290	7.1%	39,308	9.2%
その他 Others /対売上高構成比 % of Total Sales (%)	5,833	7.1%	6,537	6.6%	7,872	8.0%	9,144	6.3%	29,387	6.9%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	20,922	25.6%	23,894	24.1%	25,986	26.3%	30,157	20.8%	100,960	23.8%
製品 Products /対売上高構成比 % of Total Sales (%)	21,790	26.7%	33,985	34.3%	30,874	31.3%	69,022	47.6%	155,672	36.7%
サーバ Server /対売上高構成比 % of Total Sales (%)	1,448	1.8%	3,691	3.7%	2,660	2.7%	5,160	3.6%	12,960	3.1%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	4,703	5.7%	7,063	7.1%	7,365	7.5%	17,954	12.4%	37,086	8.7%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	961	1.2%	2,722	2.7%	1,728	1.8%	3,657	2.5%	9,069	2.1%
ミドルウェア&アプリケーション Middleware & Application /対売上高構成比 % of Total Sales (%)	8,010	9.8%	11,576	11.7%	10,905	11.0%	21,117	14.6%	51,609	12.2%
その他 Others /対売上高構成比 % of Total Sales (%)	6,666	8.2%	8,931	9.0%	8,215	8.3%	21,132	14.6%	44,946	10.6%
合計 Total /対売上高構成比 % of Total Sales (%)	81,640	100.0%	99,178	100.0%	98,768	100.0%	145,137	100.0%	424,723	100.0%