

2023年3月期  
連結決算補足資料

Consolidated Financial Summary  
For the fiscal year ended March 31, 2023  
( April 1, 2022 – March 31, 2023 )

2023年4月28日  
April 28, 2023

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 the 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)

	2019/3	2020/3	2021/3	2022/3	2023/3	2024/3(予想) (Forecast)
売上収益 Revenue	451,957	487,019	479,879	522,356	570,934	625,000
対前年同期増減率 Y-Y Change (%)	+5.2%	+7.8%	△1.5%	+8.9%	+9.3%	+9.5%
売上原価 Cost of Sales	△ 344,248	△ 368,967	△ 358,413	△ 387,678	△ 431,857	△ 469,000
対売上収益構成比 % of Revenue	76.2%	75.8%	74.7%	74.2%	75.6%	75.0%
対前年同期増減率 Y-Y Change (%)	+4.9%	+7.2%	△2.9%	+8.2%	+11.4%	+8.6%
売上総利益 Gross Profit	107,709	118,052	121,466	134,678	139,077	156,000
対売上収益構成比 % of Revenue	23.8%	24.2%	25.3%	25.8%	24.4%	25.0%
対前年同期増減率 Y-Y Change (%)	+6.0%	+9.6%	+2.9%	+10.9%	+3.3%	+12.2%
その他の収益及び費用 Other Income and Expenses	△ 71,810	△ 76,384	△ 77,841	△ 84,196	△ 92,604	△ 98,000
対売上収益構成比 % of Revenue	15.9%	15.7%	16.2%	16.1%	16.2%	15.7%
対前年同期増減率 Y-Y Change (%)	+4.1%	+6.4%	+1.9%	+8.2%	+10.0%	+5.8%
販売費及び一般管理費 SG&A Expenses	△ 71,795	△ 75,474	△ 79,329	△ 84,525	△ 91,021	—
その他の収益 Other Income	559	849	1,845	5,441	2,088	—
その他の費用 Other Expenses	△ 574	△ 1,759	△ 356	△ 5,112	△ 3,671	—
営業利益 Operating Income	35,899	41,668	43,625	50,482	46,473	58,000
対売上収益構成比 % of Revenue	7.9%	8.6%	9.1%	9.7%	8.1%	9.3%
対前年同期増減率 Y-Y Change (%)	+10.0%	+16.1%	+4.7%	+15.7%	△7.9%	+24.8%
税引前利益 Profit before Tax	36,287	41,541	43,952	51,875	46,924	58,500
対売上収益構成比 % of Revenue	8.0%	8.5%	9.2%	9.9%	8.2%	9.4%
対前年同期増減率 Y-Y Change (%)	+7.6%	+14.5%	+5.8%	+18.0%	△9.5%	+24.7%
当期純利益 Net Profit	24,879	28,461	30,844	34,466	33,769	40,500
対売上収益構成比 % of Revenue	5.5%	5.8%	6.4%	6.6%	5.9%	6.5%
対前年同期増減率 Y-Y Change (%)	+4.6%	+14.4%	+8.4%	+11.7%	△2.0%	+19.9%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	24,617	28,452	30,486	35,373	34,208	40,000
対売上収益構成比 % of Revenue	5.4%	5.8%	6.4%	6.8%	6.0%	6.4%
対前年同期増減率 Y-Y Change (%)	+4.4%	+15.6%	+7.2%	+16.0%	△3.3%	+16.9%

※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)

	2019/3	2020/3	2021/3	2022/3	2023/3	2024/3(予想) (Forecast)
受注高 Orders Received	470,178	490,707	522,493	547,009	628,387	651,000
対前年同期増減率 Y-Y Change (%)	+8.0%	+4.4%	+6.5%	+4.7%	+14.9%	+3.6%
受注残高 Backlog	262,935	272,299	314,913	339,566	397,019	423,019

## 3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2022年3月期 Fiscal year ended March 31, 2022					2023年3月期 Fiscal year ended March 31, 2023				
	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	108,564	124,899	125,571	163,322	522,356	116,779	137,664	144,542	171,949	570,934
エンタープライズ事業 Enterprise	19,432	21,507	24,638	27,126	92,703	21,576	25,069	31,452	32,043	110,140
構成比 Share (%)	17.9%	17.2%	19.6%	16.6%	17.8%	18.5%	18.2%	21.7%	18.6%	19.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+11.0%	+16.6%	+27.7%	+18.1%	+18.8%
流通事業 Distribution	13,381	13,500	14,772	16,051	57,704	14,190	17,484	15,274	16,838	63,786
構成比 Share (%)	12.3%	10.8%	11.8%	9.8%	11.0%	12.2%	12.7%	10.6%	9.8%	11.2%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+6.0%	+29.5%	+3.4%	+4.9%	+10.5%
情報通信事業 Telecommunication	36,909	42,982	42,853	65,974	188,719	36,254	42,048	42,342	52,702	173,346
構成比 Share (%)	34.0%	34.4%	34.1%	40.4%	36.1%	31.0%	30.6%	29.3%	30.7%	30.4%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△1.8%	△2.2%	△1.2%	△20.1%	△8.1%
広域・社会インフラ事業 Regional & Social Infrastructure	18,634	22,409	18,481	28,653	88,177	20,880	22,573	22,939	36,842	103,233
構成比 Share (%)	17.2%	18.0%	14.7%	17.5%	16.9%	17.9%	16.4%	15.9%	21.4%	18.1%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+12.0%	+0.7%	+24.1%	+28.6%	+17.1%
金融事業 Financial Services	8,797	11,252	9,300	10,549	39,899	10,080	11,289	12,718	15,675	49,762
構成比 Share (%)	8.1%	9.0%	7.4%	6.5%	7.6%	8.6%	8.2%	8.8%	9.1%	8.7%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+14.6%	+0.3%	+36.8%	+48.6%	+24.7%
ITサービス事業 IT Services	2,614	2,598	2,523	3,055	10,790	2,785	2,929	3,324	2,700	11,738
構成比 Share (%)	2.4%	2.1%	2.0%	1.9%	2.1%	2.4%	2.1%	2.3%	1.6%	2.0%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+6.5%	+12.7%	+31.7%	△11.6%	+8.8%
その他 Others	8,796	10,651	13,003	11,914	44,363	11,014	16,272	16,492	15,149	58,928
構成比 Share (%)	8.1%	8.5%	10.4%	7.3%	8.5%	9.4%	11.8%	11.4%	8.8%	10.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+25.2%	+52.8%	+26.8%	+27.2%	+32.8%

## 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)

	2022年3月期 Fiscal year ended March 31, 2022					2023年3月期 Fiscal year ended March 31, 2023				
	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
税引前利益 Profit before Tax	7,826	12,715	15,586	15,749	51,875	6,275	11,233	10,772	18,644	46,924
エンタープライズ事業 Enterprise	505	1,409	1,979	2,979	6,871	256	2,145	3,019	4,063	9,483
流通事業 Distribution	458	872	1,026	1,544	3,900	1,066	1,448	1,634	1,887	6,034
情報通信事業 Telecommunication	2,818	3,480	3,800	9,134	19,232	1,500	2,209	2,301	5,270	11,280
広域・社会インフラ事業 Regional & Social Infrastructure	627	1,686	603	3,416	6,332	997	1,405	1,211	5,597	9,211
金融事業 Financial Services	600	1,378	493	819	3,290	691	1,042	1,147	2,468	5,348
ITサービス事業 IT Services	2,929	3,798	7,555	3,824	18,106	2,346	3,168	3,095	5,147	13,757
その他 Others	91	572	667	△ 4,325	△ 2,995	68	575	625	△ 2,748	△ 1,480
調整額 Adjustment	△ 202	△ 480	△ 536	△ 1,642	△ 2,861	△ 649	△ 760	△ 2,259	△ 3,041	△ 6,709

※ 2022年4月1日付で、従来「エンタープライズ事業」に含まれていた小売等の非製造分野向けビジネスの一部を「流通事業」に、自動車産業向けビジネスを「広域・社会インフラ事業」に、また、「流通事業」に一部含まれていた金融系企業向けビジネスを「金融事業」にそれぞれ移管等しております。  
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。

※ Effective April 1, 2022, reorganization of certain business lines included in our Business Segment was conducted as follows:

From the “Enterprise”, a portion of the business for retail and other non-manufacturing sectors was transferred to the “Distribution”, and the business for the automotive industry was transferred to the “Regional & Social Infrastructure”. From the “Distribution”, the business for part of our financial services clients was transferred to the “Financial Services”.

The segment information for the previous consolidated fiscal year is presented based on the classification after this reorganization.

＜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)

	2022年3月期 Fiscal year ended March 31, 2022					2023年3月期 Fiscal year ended March 31, 2023				
	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	108,564	124,899	125,571	163,322	522,356	116,779	137,664	144,542	171,949	570,934
サービス Services	49,296	50,874	52,806	56,172	209,148	53,645	55,592	56,974	59,648	225,859
開発・SI Application Development, Infrastructure SI	24,670	27,915	31,264	36,215	120,064	26,403	31,128	34,548	40,667	132,746
製品 Products	34,598	46,110	41,500	70,935	193,144	36,731	50,944	53,020	71,634	212,329
エンタープライズ事業 Enterprise	19,432	21,507	24,638	27,126	92,703	21,576	25,069	31,452	32,043	110,140
サービス Services	10,013	10,206	10,742	11,153	42,114	10,795	11,927	11,902	12,464	47,088
開発・SI Application Development, Infrastructure SI	3,517	4,428	5,871	6,915	20,731	4,329	6,061	7,206	8,558	26,155
製品 Products	5,903	6,873	8,025	9,057	29,858	6,453	7,080	12,344	11,021	36,898
流通事業 Distribution	13,381	13,500	14,772	16,051	57,704	14,190	17,484	15,274	16,838	63,786
サービス Services	7,062	7,380	7,490	7,920	29,852	7,827	7,565	7,647	8,155	31,194
開発・SI Application Development, Infrastructure SI	4,462	4,848	5,567	5,800	20,677	4,538	5,422	6,267	6,487	22,715
製品 Products	1,856	1,272	1,716	2,331	7,176	1,826	4,497	1,360	2,196	9,878
情報通信事業 Telecommunication	36,909	42,982	42,853	65,974	188,719	36,254	42,048	42,342	52,702	173,346
サービス Services	14,159	14,766	14,894	16,233	60,053	14,599	14,678	14,973	15,677	59,927
開発・SI Application Development, Infrastructure SI	9,149	10,043	10,821	12,134	42,147	8,523	8,903	9,325	10,879	37,629
製品 Products	13,601	18,173	17,138	37,607	86,519	13,132	18,467	18,045	26,146	75,791
広域・社会インフラ事業 Regional & Social Infrastructure	18,634	22,409	18,481	28,653	88,177	20,880	22,573	22,939	36,842	103,233
サービス Services	8,515	8,630	8,756	10,100	36,001	9,699	10,047	10,302	11,745	41,793
開発・SI Application Development, Infrastructure SI	3,602	4,393	4,913	6,852	19,759	4,638	5,273	5,586	7,361	22,857
製品 Products	6,517	9,386	4,812	11,701	32,417	6,543	7,253	7,052	17,736	38,583
金融事業 Financial Services	8,797	11,252	9,300	10,549	39,899	10,080	11,289	12,718	15,675	49,762
サービス Services	3,825	3,993	4,077	4,333	16,228	4,121	4,374	4,458	4,813	17,765
開発・SI Application Development, Infrastructure SI	3,696	3,913	3,811	4,075	15,494	3,992	5,169	5,858	6,885	21,904
製品 Products	1,277	3,347	1,412	2,141	8,177	1,967	1,746	2,402	3,977	10,093
ITサービス事業 IT Services	2,614	2,598	2,523	3,055	10,790	2,785	2,929	3,324	2,700	11,738
サービス Services	2,340	2,281	2,203	2,517	9,342	2,369	2,584	2,960	2,101	10,014
開発・SI Application Development, Infrastructure SI	238	267	266	418	1,189	361	281	290	407	1,340
製品 Products	35	49	54	120	259	54	64	73	192	384
その他 Others	8,796	10,651	13,003	11,914	44,363	11,014	16,272	16,492	15,149	58,928
サービス Services	3,382	3,617	4,643	3,916	15,558	4,236	4,416	4,732	4,694	18,078
開発・SI Application Development, Infrastructure SI	6	24	16	21	67	22	19	17	90	147
製品 Products	5,409	7,009	8,343	7,977	28,739	6,757	11,837	11,743	10,366	40,703

## 5. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2019/3	2020/3	2021/3	2022/3	2023/3
通信／放送 Telecommunication/ Broadcasting	132,941	142,894	156,046	166,867	147,833
構成比 % of Revenue (%)	29.4%	29.3%	32.5%	31.9%	25.9%
対前年同期増減率 Y-Y Change (%)	+9.5%	+7.5%	+9.2%	+6.9%	△11.4%
電気 Electronics	22,156	21,832	22,124	25,203	27,327
構成比 % of Revenue (%)	4.9%	4.5%	4.6%	4.8%	4.8%
対前年同期増減率 Y-Y Change (%)	△3.0%	△1.5%	+1.3%	+13.9%	+8.4%
製造等 Manufacturing (excluding electronics)	65,533	69,376	62,645	70,255	79,098
構成比 % of Revenue (%)	14.5%	14.2%	13.1%	13.5%	13.8%
対前年同期増減率 Y-Y Change (%)	+9.7%	+5.9%	△9.7%	+12.1%	+12.6%
情報サービス Information Services	82,660	87,078	80,974	85,183	100,815
構成比 % of Revenue (%)	18.3%	17.9%	16.9%	16.3%	17.7%
対前年同期増減率 Y-Y Change (%)	+9.1%	+5.3%	△7.0%	+5.2%	+18.4%
公共 Public Sector	10,436	14,437	17,577	20,309	23,372
構成比 % of Revenue (%)	2.3%	3.0%	3.7%	3.9%	4.1%
対前年同期増減率 Y-Y Change (%)	△2.3%	+38.3%	+21.8%	+15.5%	+15.1%
商業／運輸 Commerce/ Transportation	36,952	39,453	32,504	37,116	47,435
構成比 % of Revenue (%)	8.2%	8.1%	6.8%	7.1%	8.3%
対前年同期増減率 Y-Y Change (%)	△5.4%	+6.8%	△17.6%	+14.2%	+27.8%
金融／保険 Finance/ Insurance	69,644	74,599	76,234	83,697	110,533
構成比 % of Revenue (%)	15.4%	15.3%	15.8%	16.0%	19.4%
対前年同期増減率 Y-Y Change (%)	+1.0%	+7.1%	+2.2%	+9.8%	+32.1%
その他 Others	31,636	37,350	31,776	33,726	34,520
構成比 % of Revenue (%)	7.0%	7.7%	6.6%	6.5%	6.0%
対前年同期増減率 Y-Y Change (%)	+1.4%	+18.1%	△14.9%	+6.1%	+2.4%
合計 Total Revenue	451,957	487,019	479,879	522,356	570,934
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 (%)	+5.2%	+7.8%	△1.5%	+8.9%	+9.3%

※ 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、2020年3月期の業種別情報についても、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 fiscal year ended March 31, 2020 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)

	2019/3	2020/3	2021/3	2022/3	2023/3
販売費及び一般管理費 SG&A Expenses	△ 71,795	△ 75,474	△ 79,329	△ 84,525	△ 91,021
人件費 Personnel Expenses	△ 41,228	△ 43,647	△ 47,060	△ 50,349	△ 52,973
委託社員受入費 Outside Staff Expenses	△ 6,220	△ 6,233	△ 7,302	△ 7,375	△ 8,178
減価償却費 Depreciation and Amortization	△ 3,083	△ 6,298	△ 9,660	△ 8,305	△ 6,275
その他 Others	△ 21,264	△ 19,297	△ 15,308	△ 18,496	△ 23,596

## 7. 従業員の推移 Number of Employees

(単位:人 People)

	2019/3	2020/3	2021/3	2022/3	2023/3
CTCグループ社員 CTC Group Employees	8,359	8,808	9,050	9,291	9,665
うちシステムエンジニア System Engineers	3,506	3,686	3,712	3,786	3,980
うちカスタマーエンジニア Customer Engineers	1,020	1,073	1,125	1,177	1,249
派遣社員 Outside Staff	5,761	6,474	6,306	6,437	6,846
うちシステムエンジニア System Engineers	3,140	3,569	3,597	3,653	3,913
うちカスタマーエンジニア Customer Engineers	564	636	637	700	716
CTCグループ全従業員 Total	14,120	15,282	15,356	15,728	16,511
うちシステムエンジニア System Engineers	6,646	7,255	7,309	7,439	7,893
うちカスタマーエンジニア Customer Engineers	1,584	1,709	1,762	1,877	1,965

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

(単位:百万円 Millions of yen)

	2019/3	2020/3	2021/3	2022/3	2023/3
資産合計 Total Assets	378,936	438,817	462,749	507,721	528,045
資本合計 Total Equity	225,106	238,565	262,609	288,484	305,600
株主資本比率 (%) Shareholders' Equity Ratio	58.2%	52.8%	55.1%	55.4%	56.6%

## 9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2019/3	2020/3	2021/3	2022/3	2023/3
営業活動によるキャッシュ・フロー Operating Activities	20,622	50,103	37,266	36,061	31,791
投資活動によるキャッシュ・フロー Investing Activities	△ 3,236	△ 17,189	△ 10,121	3,462	△ 5,881
財務活動によるキャッシュ・フロー Financing Activities	△ 9,567	△ 17,123	△ 21,062	△ 27,413	△ 27,891
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	58,879	74,615	80,945	94,078	92,530

## 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)

	2019/3	2020/3	2021/3	2022/3	2023/3
設備投資額 Capital Investment	△ 7,237	△ 16,166	△ 14,636	△ 44,071	△ 10,535
減価償却費 Depreciation and Amortization	△ 8,851	△ 16,240	△ 19,665	△ 18,432	△ 15,637

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

	2019/3	2020/3	2021/3	2022/3	2023/3
株主資本合計当社株主に帰属する当期純利益率 ROE (%)	11.5%	12.6%	12.5%	13.2%	11.8%
資産合計当社株主に帰属する当期純利益率 ROA (%)	6.7%	6.8%	6.8%	7.3%	6.6%

## 12. 一株当たり情報 Per Share Data

(単位:円 Yen)

	2019/3	2020/3	2021/3	2022/3	2023/3
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	106.55	123.15	131.95	153.08	148.04
一株当たり株主資本合計 Shareholders' Equity Per Share	955.30	1,002.76	1,102.79	1,216.67	1,292.40
一株当たり配当金 Dividends Per Share	50.00	58.00	64.00	※85.00	81.00(予定) (Plan)

※ 2022年3月期年間配当金の内訳: 普通配当75.00円 記念配当10.00円

※ Detail of dividends per share in Fiscal year ended March 31, 2022: Ordinary dividend: 75.00 yen Commemorative dividend: 10.00 yen

## 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)

		2022年3月期 Fiscal year ended March 31, 2022				2023年3月期 Fiscal year ended March 31, 2023			
		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		108,564	124,899	125,571	163,322	116,779	137,664	144,542	171,949
	対前年同期増減率 Y-Y Change (%)	+4.3%	+12.5%	+8.4%	+9.6%	+7.6%	+10.2%	+15.1%	+5.3%
売上原価 Cost of Sales		△ 81,063	△ 93,283	△ 93,692	△ 119,639	△ 89,026	△ 104,875	△ 110,906	△ 127,050
	対売上収益構成比 % of Revenue	74.7%	74.7%	74.6%	73.3%	76.2%	76.2%	76.7%	73.9%
	対前年同期増減率 Y-Y Change (%)	+2.5%	+10.3%	+8.5%	+10.4%	+9.8%	+12.4%	+18.4%	+6.2%
売上総利益 Gross Profit		27,500	31,616	31,879	43,683	27,753	32,789	33,635	44,900
	対売上収益構成比 % of Revenue	25.3%	25.3%	25.4%	26.7%	23.8%	23.8%	23.3%	26.1%
	対前年同期増減率 Y-Y Change (%)	+10.1%	+19.8%	+8.2%	+7.5%	+0.9%	+3.7%	+5.5%	+2.8%
その他の収益及び費用 Other Income and Expenses		△ 19,841	△ 19,687	△ 16,612	△ 28,056	△ 21,661	△ 21,582	△ 23,199	△ 26,163
	対売上収益構成比 % of Revenue	18.3%	15.8%	13.2%	17.2%	18.5%	15.7%	16.1%	15.2%
	対前年同期増減率 Y-Y Change (%)	+3.7%	+4.0%	△16.1%	+40.5%	+9.2%	+9.6%	+39.7%	△6.7%
	販売費及び一般管理費 SG&A Expenses	△ 19,883	△ 19,848	△ 21,059	△ 23,735	△ 22,477	△ 21,972	△ 23,581	△ 22,991
	その他の収益 Other Income	100	190	4,466	685	833	540	631	328
	その他の費用 Other Expenses	△ 58	△ 29	△ 19	△ 5,006	△ 16	△ 149	△ 248	△ 3,499
営業利益 Operating Income		7,660	11,929	15,267	15,627	6,092	11,207	10,436	18,737
	対売上収益構成比 % of Revenue	7.1%	9.6%	12.2%	9.6%	5.2%	8.1%	7.2%	10.9%
	対前年同期増減率 Y-Y Change (%)	+31.0%	+59.8%	+58.3%	△24.4%	△20.5%	△6.0%	△31.6%	+19.9%
税引前利益 Profit before Tax		7,826	12,715	15,586	15,749	6,275	11,233	10,772	18,644
	対売上収益構成比 % of Revenue	7.2%	10.2%	12.4%	9.6%	5.4%	8.2%	7.5%	10.8%
	対前年同期増減率 Y-Y Change (%)	+32.7%	+70.3%	+60.9%	△24.7%	△19.8%	△11.7%	△30.9%	+18.4%
当期純利益 Net Profit		5,397	8,775	10,818	9,477	4,329	7,803	7,514	14,124
	対売上収益構成比 % of Revenue	5.0%	7.0%	8.6%	5.8%	3.7%	5.7%	5.2%	8.2%
	対前年同期増減率 Y-Y Change (%)	+32.7%	+67.7%	+59.7%	△35.8%	△19.8%	△11.1%	△30.5%	+49.0%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders		5,395	8,659	10,606	10,712	4,303	7,654	7,289	14,962
	対売上収益構成比 % of Revenue	5.0%	6.9%	8.4%	6.6%	3.7%	5.6%	5.0%	8.7%
	対前年同期増減率 Y-Y Change (%)	+31.8%	+68.6%	+59.7%	△26.7%	△20.2%	△11.6%	△31.3%	+39.7%

※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)

		2022年3月期 Fiscal year ended March 31, 2022				2023年3月期 Fiscal year ended March 31, 2023			
		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		113,116	131,329	122,455	180,109	124,330	161,816	123,181	219,060
	対前年同期増減率 Y-Y Change (%)	+18.0%	+9.2%	△1.3%	△1.2%	+9.9%	+23.2%	+0.6%	+21.6%
受注残高 Backlog		319,465	325,895	322,779	339,566	347,117	371,269	349,908	397,019

## 3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

		2022年3月期 Fiscal year ended March 31, 2022				2023年3月期 Fiscal year ended March 31, 2023			
		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
通信／放送 Telecommunication/ Broadcasting		30,026	41,232	36,451	59,158	30,303	35,047	33,957	48,525
	構成比 % of Revenue (%)	27.7%	33.0%	29.0%	36.2%	25.9%	25.5%	23.5%	28.2%
	対前年同期増減率 Y-Y Change (%)	+3.3%	+29.4%	△3.4%	+3.1%	+0.9%	△15.0%	△6.8%	△18.0%
電気 Electronics		5,203	6,159	6,209	7,633	5,105	4,988	7,675	9,559
	構成比 % of Revenue (%)	4.8%	5.0%	5.0%	4.7%	4.4%	3.6%	5.3%	5.6%
	対前年同期増減率 Y-Y Change (%)	+10.6%	+31.2%	+24.4%	△1.3%	△1.9%	△19.0%	+23.6%	+25.2%
製造等 Manufacturing (excluding electronics)		15,040	16,391	18,186	20,638	17,592	18,584	20,949	21,974
	構成比 % of Revenue (%)	13.9%	13.1%	14.5%	12.6%	15.1%	13.5%	14.5%	12.8%
	対前年同期増減率 Y-Y Change (%)	+5.2%	+13.6%	+14.7%	+14.3%	+17.0%	+13.4%	+15.2%	+6.5%
情報サービス Information Services		19,412	20,737	20,828	24,206	19,333	24,995	26,154	30,332
	構成比 % of Revenue (%)	17.9%	16.6%	16.6%	14.8%	16.6%	18.2%	18.1%	17.7%
	対前年同期増減率 Y-Y Change (%)	+3.4%	+4.3%	+4.4%	+8.2%	△0.4%	+20.5%	+25.6%	+25.3%
公共 Public Sector		3,087	3,743	6,282	7,197	4,020	5,775	6,647	6,931
	構成比 % of Revenue (%)	2.8%	3.0%	5.0%	4.4%	3.4%	4.2%	4.6%	4.0%
	対前年同期増減率 Y-Y Change (%)	+4.9%	+3.5%	+44.1%	+8.1%	+30.2%	+54.3%	+5.8%	△3.7%
商業／運輸 Commerce/ Transportation		8,430	8,143	8,924	11,619	12,982	12,041	10,513	11,899
	構成比 % of Revenue (%)	7.8%	6.5%	7.1%	7.1%	11.1%	8.7%	7.3%	6.9%
	対前年同期増減率 Y-Y Change (%)	+3.3%	+0.4%	+4.9%	+50.4%	+54.0%	+47.9%	+17.8%	+2.4%
金融／保険 Finance/ Insurance		18,396	21,756	21,391	22,153	20,880	29,015	27,925	32,713
	構成比 % of Revenue (%)	16.8%	17.4%	17.0%	13.6%	17.9%	21.1%	19.3%	19.0%
	対前年同期増減率 Y-Y Change (%)	△3.3%	+15.2%	+24.1%	+5.1%	+13.5%	+33.4%	+30.5%	+47.7%
その他 Others		8,971	6,738	7,299	10,718	6,563	7,220	10,722	10,015
	構成比 % of Revenue (%)	8.3%	5.4%	5.8%	6.6%	5.6%	5.2%	7.4%	5.8%
	対前年同期増減率 Y-Y Change (%)	+26.2%	△29.0%	+1.6%	+34.1%	△26.8%	+7.2%	+46.9%	△6.6%
合計 Total Revenue		108,564	124,899	125,571	163,322	116,779	137,664	144,542	171,949
	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 (%)	+4.3%	+12.5%	+8.4%	+9.6%	+7.6%	+10.2%	+15.1%	+5.3%



### 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)

	2019/3	2020/3	2021/3	2022/3	2023/3
売上高 Total Sales	401,420	424,724	423,320	458,656	488,785
対前年同期増減率 Y-Y Change (%)	+4.4%	+5.8%	△0.3%	+8.3%	+6.6%
売上原価 Cost of Sales	319,432	342,585	337,959	364,551	389,570
対売上高構成比 % of Total Sales	79.6%	80.7%	79.8%	79.5%	79.7%
対前年同期増減率 Y-Y Change (%)	+4.0%	+7.2%	△1.4%	+7.9%	+6.9%
売上総利益 Gross Profit	81,988	82,139	85,361	94,104	99,215
対売上高構成比 % of Total Sales	20.4%	19.3%	20.2%	20.5%	20.3%
対前年同期増減率 Y-Y Change (%)	+5.8%	+0.2%	+3.9%	+10.2%	+5.4%
販売費及び一般管理費 SG&A Expenses	59,116	59,119	62,273	66,450	69,858
対売上高構成比 % of Total Sales	14.7%	13.9%	14.7%	14.5%	14.3%
対前年同期増減率 Y-Y Change (%)	+3.7%	+0.0%	+5.3%	+6.7%	+5.1%
営業利益 Operating Income	22,872	23,020	23,087	27,654	29,357
対売上高構成比 % of Total Sales	5.7%	5.4%	5.5%	6.0%	6.0%
対前年同期増減率 Y-Y Change (%)	+11.7%	+0.6%	+0.3%	+19.8%	+6.2%
経常利益 Ordinary Income	27,023	31,930	34,212	43,373	46,540
対売上高構成比 % of Total Sales	6.7%	7.5%	8.1%	9.5%	9.5%
対前年同期増減率 Y-Y Change (%)	+8.5%	+18.2%	+7.1%	+26.8%	+7.3%
税引前当期純利益 Profit before Income Taxes	27,102	31,264	34,713	45,297	41,555
対売上高構成比 % of Total Sales	6.8%	7.4%	8.2%	9.9%	8.5%
対前年同期増減率 Y-Y Change (%)	△10.4%	+15.4%	+11.0%	+30.5%	△8.3%
当期純利益 Net Income	19,287	23,549	26,796	35,147	32,867
対売上高構成比 % of Total Sales	4.8%	5.5%	6.3%	7.7%	6.7%
対前年同期増減率 Y-Y Change (%)	△17.7%	+22.1%	+13.8%	+31.2%	△6.5%

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

(単位:百万円 Millions of yen)

	2022年3月期 Fiscal year ended March 31, 2022				2023年3月期 Fiscal year ended March 31, 2023			
	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
売上高 Total Sales	95,341	109,755	107,612	145,947	101,203	116,253	121,051	150,277
対前年同期増減率 Y-Y Change (%)	+4.0%	+15.4%	+5.4%	+8.5%	+6.1%	+5.9%	+12.5%	+3.0%
売上原価 Cost of Sales	76,843	87,819	85,871	114,018	81,892	93,533	97,376	116,770
対売上高構成比 % of Total Sales	80.6%	80.0%	79.8%	78.1%	80.9%	80.5%	80.4%	77.7%
対前年同期増減率 Y-Y Change (%)	+3.2%	+13.5%	+5.3%	+9.0%	+6.6%	+6.5%	+13.4%	+2.4%
売上総利益 Gross Profit	18,498	21,936	21,741	31,929	19,311	22,721	23,675	33,508
対売上高構成比 % of Total Sales	19.4%	20.0%	20.2%	21.9%	19.1%	19.5%	19.6%	22.3%
対前年同期増減率 Y-Y Change (%)	+7.4%	+23.7%	+5.9%	+6.9%	+4.4%	+3.6%	+8.9%	+4.9%
販売費及び一般管理費 SG&A Expenses	15,748	15,508	16,624	18,570	17,431	16,928	18,260	17,238
対売上高構成比 % of Total Sales	16.5%	14.1%	15.4%	12.7%	17.2%	14.6%	15.1%	11.5%
対前年同期増減率 Y-Y Change (%)	+5.2%	+2.3%	+4.3%	+14.5%	+10.7%	+9.2%	+9.8%	△7.2%
営業利益 Operating Income	2,750	6,428	5,116	13,360	1,880	5,792	5,415	16,269
対売上高構成比 % of Total Sales	2.9%	5.9%	4.8%	9.2%	1.9%	5.0%	4.5%	10.8%
対前年同期増減率 Y-Y Change (%)	+21.6%	+149.2%	+11.1%	△2.1%	△31.6%	△9.9%	+5.8%	+21.8%
経常利益 Ordinary Income	15,393	7,072	6,507	14,400	16,063	6,868	6,397	17,213
対売上高構成比 % of Total Sales	16.1%	6.4%	6.0%	9.9%	15.9%	5.9%	5.3%	11.5%
対前年同期増減率 Y-Y Change (%)	+30.1%	+128.2%	+27.8%	+1.5%	+4.4%	△2.9%	△1.7%	+19.5%
税引前当期純利益 Profit before Income Taxes	15,376	7,064	8,692	14,165	16,029	6,626	6,291	12,609
対売上高構成比 % of Total Sales	16.1%	6.4%	8.1%	9.7%	15.8%	5.7%	5.2%	8.4%
対前年同期増減率 Y-Y Change (%)	+30.0%	+130.7%	+71.0%	△3.9%	+4.2%	△6.2%	△27.6%	△11.0%
当期純利益 Net Income	14,307	4,902	6,149	9,789	14,984	4,538	4,419	8,926
対売上高構成比 % of Total Sales	15.0%	4.5%	5.7%	6.7%	14.8%	3.9%	3.7%	5.9%
対前年同期増減率 Y-Y Change (%)	+30.5%	+132.3%	+74.3%	△4.0%	+4.7%	△7.4%	△28.1%	△8.8%

## 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)

	2023年3月期 Fiscal year ended March 31, 2023									
	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 (%)	46,530	46.0%	48,133	41.4%	48,718	40.2%	52,338	34.8%	195,719	40.0%
保守・設置・構築/ Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	24,567	24.3%	24,976	21.5%	25,306	20.9%	25,821	17.2%	100,669	20.6%
運用 Operation /対売上高構成比 % of Total Sales (%)	10,174	10.1%	10,269	8.8%	10,319	8.5%	11,197	7.4%	41,959	8.6%
その他 Others /対売上高構成比 % of Total Sales (%)	11,789	11.6%	12,889	11.1%	13,093	10.8%	15,320	10.2%	53,091	10.8%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	25,480	25.2%	29,983	25.8%	33,283	27.5%	39,322	26.2%	128,068	26.2%
製品 Products /対売上高構成比 % of Total Sales (%)	29,193	28.8%	38,137	32.8%	39,050	32.3%	58,618	39.0%	164,998	33.8%
サーバ Server /対売上高構成比 % of Total Sales (%)	1,502	1.5%	3,701	3.2%	3,831	3.2%	6,388	4.2%	15,423	3.1%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	3,430	3.4%	6,579	5.7%	8,245	6.8%	11,841	7.9%	30,094	6.2%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	815	0.8%	1,218	1.0%	1,203	1.0%	2,091	1.4%	5,326	1.1%
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 (%)	14,587	14.4%	14,624	12.6%	15,875	13.1%	20,854	13.9%	65,940	13.5%
その他 Others /対売上高構成比 % of Total Sales (%)	8,859	8.7%	12,015	10.3%	9,896	8.2%	17,444	11.6%	48,215	9.9%
合計 Total /対売上高構成比 % of Total Sales (%)	101,203	100.0%	116,253	100.0%	121,051	100.0%	150,277	100.0%	488,785	100.0%

(単位: 百万円 Millions of yen)

	2022年3月期 Fiscal year ended March 31, 2022									
	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 (%)	43,016	45.1%	44,253	40.3%	45,418	42.2%	49,165	33.7%	181,853	39.6%
保守・設置・構築/ Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	23,915	25.1%	24,146	22.0%	24,398	22.7%	25,695	17.6%	98,153	21.4%
運用 Operation /対売上高構成比 % of Total Sales (%)	9,913	10.4%	10,066	9.2%	10,246	9.5%	10,485	7.2%	40,710	8.9%
その他 Others /対売上高構成比 % of Total Sales (%)	9,187	9.6%	10,042	9.1%	10,775	10.0%	12,986	8.9%	42,990	9.3%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	24,074	25.3%	27,351	24.9%	30,489	28.3%	35,473	24.3%	117,388	25.6%
製品 Products /対売上高構成比 % of Total Sales (%)	28,252	29.6%	38,150	34.8%	31,705	29.5%	61,309	42.0%	159,416	34.8%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,165	2.3%	4,789	4.4%	4,130	3.9%	5,355	3.7%	16,439	3.6%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	5,765	6.0%	6,021	5.5%	7,279	6.8%	13,890	9.5%	32,955	7.2%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,055	1.1%	1,744	1.6%	978	0.9%	2,016	1.3%	5,793	1.3%
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 (%)	11,275	11.8%	14,401	13.1%	11,770	10.9%	21,687	14.9%	59,133	12.9%
その他 Others /対売上高構成比 % of Total Sales (%)	7,993	8.4%	11,195	10.2%	7,548	7.0%	18,361	12.6%	45,096	9.8%
合計 Total /対売上高構成比 % of Total Sales (%)	95,341	100.0%	109,755	100.0%	107,612	100.0%	145,947	100.0%	458,656	100.0%