

2020年3月期
連結決算補足資料

Consolidated Financial Summary
For the fiscal year ended March 31, 2020

(April 1, 2019 – March 31, 2020)

2020年4月30日
April 30, 2020

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)

	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3(予) (Projected)
売上収益 Revenue	391,606	407,849	429,625	451,957	487,018	500,000
対前年同期増減率 Y-Y Change (%)	+2.5%	+4.1%	+5.3%	+5.2%	+7.8%	+2.7%
売上原価 Cost of Sales	△ 300,080	△ 311,133	△ 328,024	△ 344,248	△ 368,967	△ 376,400
対売上収益構成比 % of Revenue	76.6%	76.3%	76.4%	76.2%	75.8%	75.3%
対前年同期増減率 Y-Y Change (%)	+3.2%	+3.7%	+5.4%	+4.9%	+7.2%	+2.0%
売上総利益 Gross Profit	91,526	96,716	101,601	107,709	118,051	123,600
対売上収益構成比 % of Revenue	23.4%	23.7%	23.6%	23.8%	24.2%	24.7%
対前年同期増減率 Y-Y Change (%)	+0.3%	+5.7%	+5.1%	+6.0%	+9.6%	+4.7%
その他の収益及び費用 Other Income and Expenses	△ 63,583	△ 65,586	△ 68,978	△ 71,810	△ 76,383	△ 79,000
対売上収益構成比 % of Revenue	16.2%	16.1%	16.1%	15.9%	15.7%	15.8%
対前年同期増減率 Y-Y Change (%)	+2.7%	+3.2%	+5.2%	+4.1%	+6.4%	+3.4%
販売費及び一般管理費 SG&A Expenses	△ 63,464	△ 65,512	△ 69,165	△ 71,795	△ 75,474	△ 79,000
その他の収益 Other Income	450	348	371	558	849	-
その他の費用 Other Expenses	△ 569	△ 423	△ 185	△ 574	△ 1,758	-
営業利益 Operating Income	27,942	31,129	32,622	35,898	41,667	44,600
対売上収益構成比 % of Revenue	7.1%	7.6%	7.6%	7.9%	8.6%	8.9%
対前年同期増減率 Y-Y Change (%)	△4.8%	+11.4%	+4.8%	+10.0%	+16.1%	+7.0%
税引前利益 Profit before Tax	27,942	31,300	33,729	36,286	41,541	44,600
対売上収益構成比 % of Revenue	7.1%	7.7%	7.9%	8.0%	8.5%	8.9%
対前年同期増減率 Y-Y Change (%)	△5.3%	+12.0%	+7.8%	+7.6%	+14.5%	+7.4%
当期純利益 Net Profit	18,138	21,996	23,774	24,878	28,461	30,600
対売上収益構成比 % of Revenue	4.6%	5.4%	5.5%	5.5%	5.8%	6.1%
対前年同期増減率 Y-Y Change (%)	+2.8%	+21.3%	+8.1%	+4.6%	+14.4%	+7.5%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	18,018	21,861	23,581	24,616	28,451	30,000
対売上収益構成比 % of Revenue	4.6%	5.4%	5.5%	5.4%	5.8%	6.0%
対前年同期増減率 Y-Y Change (%)	+3.5%	+21.3%	+7.9%	+4.4%	+15.6%	+5.4%

※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)

	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3(予) (Projected)
受注高 Orders Received	398,333	437,553	435,246	470,177	490,707	505,000
対前年同期増減率 Y-Y Change (%)	+2.6%	+9.8%	△0.5%	+8.0%	+4.4%	+2.9%
受注残高 Backlog	208,348	238,052	243,673	262,935	272,298	277,298

3. セグメント別 売上収益 Revenue by segments

(単位:百万円 Millions of yen)

	2019年3月期 Fiscal year ended March 31, 2019					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	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	90,974	101,175	107,859	151,947	451,957	96,973	113,411	116,979	159,653	487,018
エンタープライズ事業 Enterprise	23,710	28,300	34,118	39,376	125,505	28,181	31,524	33,224	38,156	131,087
構成比 Share (%)	26.1%	28.0%	31.6%	25.9%	27.8%	29.1%	27.8%	28.4%	23.9%	26.9%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+18.9%	+11.4%	△2.6%	△3.1%	+4.4%
流通事業 Distribution	9,482	9,448	11,118	13,231	43,280	11,423	11,131	11,011	12,693	46,258
構成比 Share (%)	10.4%	9.3%	10.3%	8.7%	9.6%	11.8%	9.8%	9.4%	8.0%	9.5%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+20.5%	+17.8%	△1.0%	△4.1%	+6.9%
情報通信事業 Telecommunication	33,371	36,503	35,481	63,578	168,934	28,774	37,359	36,857	70,488	173,480
構成比 Share (%)	36.7%	36.1%	32.9%	41.8%	37.4%	29.7%	32.9%	31.5%	44.2%	35.6%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△13.8%	+2.3%	+3.9%	+10.9%	+2.7%
広域・社会インフラ事業 Regional & Social Infrastructure	10,112	11,483	11,570	16,133	49,298	10,937	15,906	14,497	19,341	60,683
構成比 Share (%)	11.1%	11.3%	10.7%	10.6%	10.9%	11.3%	14.0%	12.4%	12.1%	12.5%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+8.2%	+38.5%	+25.3%	+19.9%	+23.1%
金融事業 Financial Services	5,555	5,711	5,665	8,119	25,052	5,002	6,016	5,783	7,238	24,041
構成比 Share (%)	6.1%	5.6%	5.3%	5.3%	5.5%	5.2%	5.3%	4.9%	4.5%	4.9%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	△10.0%	+5.3%	+2.1%	△10.8%	△4.0%
ITサービス事業 IT Services	2,932	2,840	2,926	2,406	11,105	3,114	2,768	2,731	2,396	11,010
構成比 Share (%)	3.2%	2.8%	2.7%	1.6%	2.5%	3.2%	2.4%	2.3%	1.5%	2.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	6.2%	△2.5%	△6.7%	△0.4%	△0.9%
その他 Others	5,809	6,888	6,979	9,101	28,779	9,540	8,703	12,873	9,338	40,456
構成比 Share (%)	6.4%	6.8%	6.5%	6.0%	6.4%	9.8%	7.7%	11.0%	5.8%	8.3%
対前年同期増減率 Y-Y Change (%)	-	-	-	-	-	+64.2%	+26.4%	+84.5%	+2.6%	+40.6%

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)

	2019年3月期 Fiscal year ended March 31, 2019					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	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	3,356	7,461	7,434	18,034	36,286	4,869	9,779	9,421	17,470	41,541
エンタープライズ事業 Enterprise	137	1,442	2,129	3,967	7,677	996	1,965	2,193	4,295	9,451
流通事業 Distribution	748	645	1,241	1,524	4,161	968	1,315	1,369	1,470	5,124
情報通信事業 Telecommunication	848	2,781	2,161	9,235	15,026	1,656	2,519	3,141	9,702	17,019
広域・社会インフラ事業 Regional & Social Infrastructure	△ 221	110	101	1,027	1,018	△ 293	954	339	1,412	2,412
金融事業 Financial Services	121	349	102	920	1,493	△ 73	309	310	661	1,207
ITサービス事業 IT Services	1,741	2,534	2,309	2,524	9,109	2,096	3,518	2,581	3,120	11,316
その他 Others	157	235	263	660	1,316	392	472	752	△ 985	631
調整額 Adjustment	△ 177	△ 638	△ 874	△ 1,826	△ 3,516	△ 873	△ 1,273	△ 1,267	△ 2,208	△ 5,622

※ 2019年4月1日付組織改編で、従来「流通・エンタープライズ事業」としていた報告セグメントを「エンタープライズ事業」、「流通事業」に区分変更しております。本改編に伴い、クレジットカード、保険、証券向けビジネスなど、従来の金融事業の一部を流通事業に統合しております。
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 part of the structural changes implemented on April 1, 2019, the Company has changed a reportable segment that was previously called "Distribution & Enterprise" to "Enterprise" and "Distribution." Associated with this change, the Company has integrated part of the Finance business, such as the business for credit cards, insurance and securities, with the Distribution business.
The segment information for the previous fiscal year has been prepared 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)

	2019年3月期 Fiscal year ended March 31, 2019					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	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	90,974	101,175	107,859	151,947	451,957	96,973	113,411	116,979	159,653	487,018
サービス Services	41,968	43,833	44,894	48,409	179,105	44,926	47,411	49,678	50,469	192,485
開発・SI Application Development, Infrastructure SI	18,739	21,304	24,355	30,563	94,963	21,842	25,228	26,884	31,074	105,029
製品 Products	30,267	36,037	38,609	72,974	177,888	30,205	40,771	40,416	78,109	189,502
エンタープライズ事業 Enterprise	23,710	28,300	34,118	39,376	125,505	28,181	31,524	33,224	38,156	131,087
サービス Services	12,877	14,088	13,888	15,409	56,263	14,141	15,087	14,893	15,721	59,844
開発・SI Application Development, Infrastructure SI	5,239	6,225	7,626	9,490	28,582	5,950	7,207	7,865	9,410	30,434
製品 Products	5,593	7,986	12,603	14,475	40,659	8,088	9,229	10,465	13,024	40,808
流通事業 Distribution	9,482	9,448	11,118	13,231	43,280	11,423	11,131	11,011	12,693	46,258
サービス Services	4,983	4,944	4,902	5,329	20,159	5,008	5,148	5,149	5,408	20,715
開発・SI Application Development, Infrastructure SI	3,195	3,379	4,397	4,971	15,944	4,456	4,639	4,780	4,278	18,155
製品 Products	1,303	1,123	1,817	2,931	7,176	1,957	1,343	1,080	3,005	7,387
情報通信事業 Telecommunication	33,371	36,503	35,481	63,578	168,934	28,774	37,359	36,857	70,488	173,480
サービス Services	11,842	12,007	12,754	13,722	50,328	12,676	13,477	14,170	16,421	56,745
開発・SI Application Development, Infrastructure SI	4,936	6,388	7,382	9,932	28,640	6,679	7,311	7,771	9,753	31,515
製品 Products	16,592	18,107	15,343	39,923	89,966	9,418	16,571	14,915	44,313	85,220
広域・社会インフラ事業 Regional & Social Infrastructure	10,112	11,483	11,570	16,133	49,298	10,937	15,906	14,497	19,341	60,683
サービス Services	6,094	6,344	6,459	7,010	25,908	6,027	6,584	6,508	6,975	26,095
開発・SI Application Development, Infrastructure SI	1,687	2,125	2,140	2,828	8,781	2,275	3,205	3,715	4,608	13,805
製品 Products	2,330	3,013	2,970	6,295	14,608	2,634	6,115	4,273	7,758	20,782
金融事業 Financial Services	5,555	5,711	5,665	8,119	25,052	5,002	6,016	5,783	7,238	24,041
サービス Services	2,085	2,015	2,047	2,326	8,474	2,010	2,036	2,065	2,181	8,294
開発・SI Application Development, Infrastructure SI	2,779	2,806	2,580	3,033	11,200	2,306	2,569	2,524	2,769	10,169
製品 Products	691	890	1,037	2,759	5,378	686	1,410	1,193	2,287	5,577
ITサービス事業 IT Services	2,932	2,840	2,926	2,406	11,105	3,114	2,768	2,731	2,396	11,010
サービス Services	2,722	2,527	2,644	2,139	10,033	2,900	2,412	2,394	2,067	9,776
開発・SI Application Development, Infrastructure SI	178	216	194	190	780	166	236	208	225	837
製品 Products	31	96	87	76	291	46	119	128	102	396
その他 Others	5,809	6,888	6,979	9,101	28,779	9,540	8,703	12,873	9,338	40,456
サービス Services	1,362	1,905	2,197	2,472	7,937	2,161	2,665	4,495	1,692	11,014
開発・SI Application Development, Infrastructure SI	722	162	32	115	1,033	6	58	18	29	112
製品 Products	3,725	4,819	4,749	6,513	19,807	7,373	5,980	8,359	7,616	29,329

※ 本情報につきましては、2019年3月期より記載しております。

※ The information has been disclosed since the fiscal year ended March 31, 2019.

5. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2016/3	2017/3	2018/3	2019/3	2020/3
通信／放送 Telecommunications/ Broadcasting	125,506	126,774	122,664	132,941	142,893
構成比 % of Revenue (%)	32.0%	31.1%	28.6%	29.4%	29.3%
対前年同期増減率 Y-Y Change (%)	+9.6%	+1.0%	△3.2%	+9.5%	+7.5%
電気 Electronics	19,987	17,475	20,668	22,155	21,831
構成比 % of Revenue (%)	5.1%	4.3%	4.8%	4.9%	4.5%
対前年同期増減率 Y-Y Change (%)	+35.5%	△12.6%	+18.3%	△3.0%	△1.5%
製造等 Manufacturing (excluding electronics)	51,123	56,654	59,076	65,533	69,376
構成比 % of Revenue (%)	13.1%	13.8%	13.8%	14.5%	14.2%
対前年同期増減率 Y-Y Change (%)	△5.9%	+10.8%	+4.3%	+9.7%	+5.9%
情報サービス Information Services	71,861	76,112	79,982	82,659	87,078
構成比 % of Revenue (%)	18.4%	18.7%	18.6%	18.3%	17.9%
対前年同期増減率 Y-Y Change (%)	+0.1%	+5.9%	+5.1%	+9.1%	+5.3%
公共 Public Sector	16,179	14,540	14,228	10,435	10,042
構成比 % of Revenue (%)	4.1%	3.6%	3.3%	2.3%	2.1%
対前年同期増減率 Y-Y Change (%)	+6.6%	△10.1%	△2.1%	△2.3%	△3.8%
商業／運輸 Commerce/ Transportation	28,780	38,423	37,149	36,952	39,453
構成比 % of Revenue (%)	7.3%	9.4%	8.6%	8.2%	8.1%
対前年同期増減率 Y-Y Change (%)	△32.3%	+33.5%	△3.3%	△5.4%	+6.8%
金融／保険 Finance/ Insurance	50,862	52,066	63,184	69,644	74,598
構成比 % of Revenue (%)	13.0%	12.8%	14.7%	+15.4%	15.3%
対前年同期増減率 Y-Y Change (%)	+14.0%	+2.4%	+21.4%	+1.0%	+7.1%
その他 Others	27,304	25,801	32,670	31,635	41,744
構成比 % of Revenue (%)	7.0%	6.3%	7.6%	7.0%	8.6%
対前年同期増減率 Y-Y Change (%)	+12.5%	△5.5%	+26.6%	+1.4%	+32.0%
合計 Total Revenue	391,606	407,849	429,625	451,957	487,018
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 (%)	+2.5%	+4.1%	+5.3%	+5.2%	+7.8%

※ 2020年3月期より集計方法を変更しました。

本変更により、2019年3月期の数字を、新しい集計方法に合わせて修正しております。

※ From the fiscal year ended March 31, 2020, the Company has changed the aggregation method.

As a result of this change, the number in the fiscal year ended March 31, 2019 has also been revised in conformity with the new aggregation method.

6. 販売費及び一般管理費 内訳 SG&A Expenses

(単位:百万円 Millions of yen)

	2016/3	2017/3	2018/3	2019/3	2020/3
販売費及び一般管理費 SG&A Expenses	△ 63,464	△ 65,512	△ 69,165	△ 71,795	△ 75,474
人件費 Personnel Expenses	△ 37,076	△ 37,850	△ 39,725	△ 41,227	△ 43,646
委託社員受入費 Outside Staff Expenses	△ 5,797	△ 5,691	△ 6,291	△ 6,219	△ 6,233
減価償却費 Depreciation and Amortization	△ 2,830	△ 2,505	△ 3,095	△ 3,083	△ 6,297
その他 Others	△ 17,760	△ 19,464	△ 20,052	△ 21,264	△ 19,296

7. 従業員の推移 Number of Employees

(単位:人 People)

	2016/3	2017/3	2018/3	2019/3	2020/3
CTCグループ社員 CTC Group Employees	8,074	8,193	8,266	8,359	8,808
うちシステムエンジニア System Engineers	3,427	3,387	3,459	3,506	3,686
うちカスタマーエンジニア Customer Engineers	995	1,006	1,014	1,020	1,073
派遣社員 Outside Staff	5,561	5,712	5,660	5,761	6,474
うちシステムエンジニア System Engineers	2,805	2,881	3,105	3,140	3,569
うちカスタマーエンジニア Customer Engineers	564	636	605	564	636
CTCグループ全従業員 Total	13,635	13,905	13,926	14,120	15,282
うちシステムエンジニア System Engineers	6,232	6,268	6,564	6,646	7,255
うちカスタマーエンジニア Customer Engineers	1,559	1,642	1,619	1,584	1,709

※ 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。なお、2019年3月期の人数も、新しい集計方法に合わせて修正しております。

※ 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.

The number of employees in the fiscal year ended March 31, 2019 has also been revised in conformity with the new aggregation method.

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

(単位:百万円 Millions of yen)

	2016/3	2017/3	2018/3	2019/3	2020/3
資産合計 Total Assets	307,932	333,123	353,882	378,936	438,816
資本合計 Total Equity	183,043	195,701	210,850	225,105	238,564
株主資本比率 (%) Percentage Ownership of the Owners of the Company.	58.2%	57.7%	58.4%	58.2%	52.8%

9. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

	2016/3	2017/3	2018/3	2019/3	2020/3
営業活動によるキャッシュ・フロー Operating Activities	21,856	25,203	11,014	20,622	50,103
投資活動によるキャッシュ・フロー Investing Activities	△ 18,185	△ 14,158	△ 2,306	△ 3,235	△ 17,188
財務活動によるキャッシュ・フロー Financing Activities	△ 8,422	△ 7,833	△ 5,994	△ 9,567	△ 17,123
現金及び現金同等物の期末残高 Cash and Cash Equivalents at End of Period	44,880	48,213	51,003	58,878	74,615

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)

	2016/3	2017/3	2018/3	2019/3	2020/3
設備投資額 Capital Investment	△ 11,083	△ 10,748	△ 5,208	△ 7,236	△ 16,165
減価償却費 Depreciation and Amortization	△ 8,442	△ 8,438	△ 8,820	△ 8,851	△ 16,240

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)

	2016/3	2017/3	2018/3	2019/3	2020/3
株主資本合計当社株主に帰属する当期純利益率 ROE (%)	10.4%	11.8%	11.8%	11.5%	12.6%
資産合計当期純利益率 ROA (%)	5.9%	6.8%	6.9%	6.7%	6.8%

12. 一株当たり情報 Per Share Data

	2016/3	2017/3	2018/3	2019/3	2020/3
基本的な一株当たり当社株主に帰属する当期純利益 Earnings Per Share	77.93	94.55	102.04	106.55	123.15
一株当たり株主資本合計 Book-value Per Share	775.36	831.11	894.13	955.30	1,002.76
一株当たり配当金 Cash Dividends Per Share	35.00	40.00	45.00	50.00	58.00(予) (Plan)

※当社は、2015年4月1日付及び2018年4月1日付で、それぞれ普通株式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, 2015 and 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)

	2019年3月期 Fiscal year ended March 31, 2019				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	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	90,974	101,175	107,859	151,947	96,973	113,411	116,979	159,653
対前年同期増減率 Y-Y Change (%)	+5.7%	△2.9%	+3.3%	+12.6%	+6.6%	+12.1%	+8.5%	+5.1%
売上原価 Cost of Sales	△ 70,022	△ 76,443	△ 82,467	△ 115,314	△ 74,090	△ 86,095	△ 88,503	△ 120,278
対売上収益構成比 % of Revenue	77.0%	75.6%	76.5%	75.9%	76.4%	75.9%	75.7%	75.3%
対前年同期増減率 Y-Y Change (%)	+5.2%	△3.8%	+1.9%	+14.1%	+5.8%	+12.6%	+7.3%	+4.3%
売上総利益 Gross Profit	20,952	24,731	25,391	36,632	22,883	27,316	28,476	39,375
対売上収益構成比 % of Revenue	23.0%	24.4%	23.5%	24.1%	23.6%	24.1%	24.3%	24.7%
対前年同期増減率 Y-Y Change (%)	+7.4%	△0.0%	+8.1%	+8.2%	+9.2%	+10.5%	+12.1%	+7.5%
その他の収益及び費用 Other Income and Expenses	△ 17,829	△ 17,280	△ 18,099	△ 18,600	△ 18,056	△ 17,473	△ 18,974	△ 21,878
対売上収益構成比 % of Revenue	19.6%	17.1%	16.8%	12.2%	18.6%	15.4%	16.2%	13.7%
対前年同期増減率 Y-Y Change (%)	+6.3%	+1.7%	+4.3%	+4.2%	+1.3%	+1.1%	+4.8%	+17.6%
販売費及び一般管理費 SG&A Expenses	△ 17,872	△ 17,285	△ 18,193	△ 18,447	△ 18,124	△ 17,716	△ 19,031	△ 20,610
その他の収益 Other Income	57	96	108	300	78	274	157	354
その他の費用 Other Expenses	△ 14	△ 92	△ 14	△ 453	△ 10	△ 31	△ 100	△ 1,622
営業利益 Operating Income	3,122	7,450	7,292	18,032	4,826	9,842	9,501	17,497
対売上収益構成比 % of Revenue	3.4%	7.4%	6.8%	11.9%	5.0%	8.7%	8.1%	11.0%
対前年同期増減率 Y-Y Change (%)	+13.9%	△3.7%	+19.0%	+12.6%	+54.5%	+32.1%	+30.3%	△3.0%
税引前利益 Profit before Tax	3,356	7,461	7,434	18,034	4,869	9,779	9,421	17,470
対売上収益構成比 % of Revenue	3.7%	7.4%	6.9%	11.9%	5.0%	8.6%	8.1%	10.9%
対前年同期増減率 Y-Y Change (%)	+7.4%	△15.6%	+16.5%	+17.2%	+45.1%	+31.1%	+26.7%	△3.1%
当期純利益 Net Profit	2,246	5,129	5,074	12,427	3,315	6,707	6,458	11,980
対売上収益構成比 % of Revenue	2.5%	5.1%	4.7%	8.2%	3.4%	5.9%	5.5%	7.5%
対前年同期増減率 Y-Y Change (%)	+8.2%	△14.8%	+18.0%	+9.2%	+47.6%	+30.8%	+27.3%	△3.6%
当社株主に帰属する当期純利益 Net profit attributable to CTC's shareholders	2,267	5,070	4,994	12,283	3,246	6,647	6,272	12,285
対売上収益構成比 % of Revenue	2.5%	5.0%	4.6%	8.1%	3.3%	5.9%	5.4%	7.7%
対前年同期増減率 Y-Y Change (%)	+9.7%	△16.0%	+18.3%	+9.1%	+43.2%	+31.1%	+25.6%	+0.0%

※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)

	2019年3月期 Fiscal year ended March 31, 2019				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	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	88,174	97,463	120,953	163,586	101,672	109,054	110,188	169,791
対前年同期増減率 Y-Y Change (%)	+5.3%	△12.1%	+29.7%	+11.0%	+15.3%	+11.9%	△8.9%	+3.8%
受注残高 Backlog	241,914	238,202	251,296	262,935	267,633	268,152	262,155	272,298

3. 業種別 売上収益 Revenue by Industry

(単位:百万円 Millions of yen)

	2019年3月期 Fiscal year ended March 31, 2019				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	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	26,285	27,675	26,574	52,405	22,825	28,782	28,093	63,192
構成比 % of Revenue (%)	28.9%	27.4%	24.6%	34.5%	23.5%	25.4%	24.0%	39.6%
対前年同期増減率 Y-Y Change (%)	+20.7%	△2.7%	△10.1%	+25.8%	△13.2%	+4.0%	+5.7%	+20.6%
電気 Electronics	4,642	5,243	5,246	7,023	3,777	5,488	6,201	6,363
構成比 % of Revenue (%)	5.1%	5.2%	4.9%	4.6%	3.9%	4.8%	5.3%	4.0%
対前年同期増減率 Y-Y Change (%)	+0.7%	△8.8%	+10.5%	△9.3%	△18.6%	+4.7%	+18.2%	△9.4%
製造等 Manufacturing (excluding electronics)	12,708	15,183	16,709	20,932	15,943	17,258	17,294	18,879
構成比 % of Revenue (%)	14.0%	15.0%	15.5%	13.8%	16.4%	15.2%	14.8%	11.8%
対前年同期増減率 Y-Y Change (%)	△9.5%	+7.6%	+14.7%	+23.0%	+25.5%	+13.7%	+3.5%	△9.8%
情報サービス Information Services	16,114	17,988	23,295	25,261	19,162	20,425	21,866	25,623
構成比 % of Revenue (%)	17.7%	17.8%	21.6%	16.6%	19.8%	18.0%	18.7%	16.0%
対前年同期増減率 Y-Y Change (%)	△6.8%	△0.5%	+29.8%	+12.8%	+18.9%	+13.6%	△6.1%	+1.4%
公共 Public Sector	1,895	2,033	2,213	4,294	2,205	1,917	2,099	3,820
構成比 % of Revenue (%)	2.1%	2.0%	2.1%	2.8%	2.3%	1.7%	1.8%	2.4%
対前年同期増減率 Y-Y Change (%)	+5.4%	+14.8%	+16.1%	△17.6%	+16.4%	△5.7%	△5.1%	△11.0%
商業／運輸 Commerce/ Transportation	8,242	7,836	9,379	11,493	8,816	10,376	9,455	10,804
構成比 % of Revenue (%)	9.1%	7.7%	8.7%	7.6%	9.1%	9.2%	8.1%	6.8%
対前年同期増減率 Y-Y Change (%)	△17.1%	△24.3%	+4.9%	+17.0%	+7.0%	+32.4%	+0.8%	△6.0%
金融／保険 Finance/ Insurance	12,938	16,742	17,404	22,557	13,275	18,797	20,453	22,072
構成比 % of Revenue (%)	14.2%	16.5%	16.1%	14.8%	13.7%	16.6%	17.5%	13.8%
対前年同期増減率 Y-Y Change (%)	+11.9%	△5.5%	△9.4%	+10.3%	+2.6%	+12.3%	+17.5%	△2.2%
その他 Others	8,147	8,471	7,035	7,980	10,967	10,363	11,515	8,897
構成比 % of Total Sales (%)	8.9%	8.4%	6.5%	5.3%	11.3%	9.1%	9.8%	5.6%
対前年同期増減率 Y-Y Change (%)	+61.5%	+5.9%	△6.6%	△24.8%	+34.6%	+22.3%	+63.7%	+11.5%
合計 Total Revenue	90,974	101,175	107,859	151,947	96,973	113,411	116,979	159,653
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 (%)	+5.7%	△2.9%	+3.3%	+12.6%	+6.6%	+12.1%	+8.5%	+5.1%

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)

	2016/3	2017/3	2018/3	2019/3	2020/3
売上高 Total Sales	343,151	359,456	384,618	401,420	424,723
対前年同期増減率 Y-Y Change (%)	+2.0%	+4.8%	+7.0%	+4.4%	+5.8%
売上原価 Cost of Sales	276,143	286,230	307,135	319,432	342,584
対売上高構成比 % of Total Sales	80.5%	79.6%	79.9%	79.6%	80.7%
対前年同期増減率 Y-Y Change (%)	+2.0%	+3.7%	+7.3%	+4.0%	+7.2%
売上総利益 Gross Profit	67,008	73,225	77,483	81,987	82,138
対売上高構成比 % of Total Sales	19.5%	20.4%	20.1%	20.4%	19.3%
対前年同期増減率 Y-Y Change (%)	+1.7%	+9.3%	+5.8%	+5.8%	+0.2%
販売費及び一般管理費 SG&A Expenses	50,112	52,828	57,015	59,115	59,118
対売上高構成比 % of Total Sales	14.6%	14.7%	14.8%	14.7%	13.9%
対前年同期増減率 Y-Y Change (%)	+1.9%	+5.4%	+7.9%	+3.7%	+0.0%
営業利益 Operating Income	16,895	20,397	20,467	22,872	23,020
対売上高構成比 % of Total Sales	4.9%	5.7%	5.3%	5.7%	5.4%
対前年同期増減率 Y-Y Change (%)	+1.1%	+20.7%	+0.3%	+11.7%	+0.6%
経常利益 Ordinary Income	21,506	23,218	24,894	27,022	31,930
対売上高構成比 % of Total Sales	6.3%	6.5%	6.5%	6.7%	7.5%
対前年同期増減率 Y-Y Change (%)	△12.5%	+8.0%	+7.2%	+8.5%	+18.2%
税引前当期純利益 Profit before Income Taxes	24,830	28,550	30,263	27,102	31,264
対売上高構成比 % of Total Sales	7.2%	7.9%	7.9%	6.8%	7.4%
対前年同期増減率 Y-Y Change (%)	△15.6%	+15.0%	+6.0%	-10.4%	+15.4%
当期純利益 Net Income	18,710	21,906	23,433	19,287	23,549
対売上高構成比 % of Total Sales	5.5%	6.1%	6.1%	4.8%	5.5%
対前年同期増減率 Y-Y Change (%)	△15.2%	+17.1%	+7.0%	-17.7%	+22.1%

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

		2019年3月期 Fiscal year ended March 31, 2019				2020年3月期 Fiscal year ended March 31, 2020			
		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	80,301	88,692	95,244	137,181	81,640	99,178	98,768	145,137
	対前年同期増減率 Y-Y Change (%)	+8.6%	△4.0%	+5.1%	+7.4%	+1.7%	+11.8%	+3.7%	+5.8%
売上原価	Cost of Sales	64,728	70,318	76,301	108,083	66,802	80,621	79,422	115,738
	対売上高構成比 % of Total Sales	80.6%	79.3%	80.1%	78.8%	81.8%	81.3%	80.4%	79.7%
	対前年同期増減率 Y-Y Change (%)	+8.4%	△4.5%	+4.2%	+7.5%	+3.2%	+14.7%	+4.1%	+7.1%
売上総利益	Gross Profit	15,572	18,373	18,943	29,098	14,838	18,556	19,345	29,398
	対売上高構成比 % of Total Sales	19.4%	20.7%	19.9%	21.2%	18.2%	18.7%	19.6%	20.3%
	対前年同期増減率 Y-Y Change (%)	+9.8%	△1.8%	+8.9%	+7.0%	△4.7%	+1.0%	+2.1%	+1.0%
販売費及び一般管理費	SG&A Expenses	14,730	14,237	15,037	15,110	14,180	13,914	15,078	15,944
	対売上高構成比 % of Total Sales	18.3%	16.1%	15.8%	11.0%	17.4%	14.0%	15.3%	11.0%
	対前年同期増減率 Y-Y Change (%)	+5.5%	+1.3%	+3.7%	+4.2%	△3.7%	△2.3%	+0.3%	+5.5%
営業利益	Operating Income	842	4,135	3,906	13,988	657	4,641	4,266	13,454
	対売上高構成比 % of Total Sales	1.0%	4.7%	4.1%	10.2%	0.8%	4.7%	4.3%	9.3%
	対前年同期増減率 Y-Y Change (%)	+285.9%	△11.0%	+34.4%	+10.2%	△22.0%	+12.2%	+9.2%	△3.8%
経常利益	Ordinary Income	3,436	4,792	4,409	14,383	8,015	5,120	4,773	14,019
	対売上高構成比 % of Total Sales	4.3%	5.4%	4.6%	10.5%	9.8%	5.2%	4.8%	9.7%
	対前年同期増減率 Y-Y Change (%)	+22.4%	△8.1%	+21.6%	+8.6%	+133.2%	+6.8%	+8.3%	△2.5%
税引前当期純利益	Profit before Income Taxes	3,436	4,740	4,407	14,517	8,015	5,092	4,662	13,492
	対売上高構成比 % of Total Sales	4.3%	5.3%	4.6%	10.6%	9.8%	5.1%	4.7%	9.3%
	対前年同期増減率 Y-Y Change (%)	+18.7%	△22.6%	+23.1%	△17.8%	+133.2%	+7.4%	+5.8%	△7.1%
当期純利益	Net Income	2,961	3,304	2,995	10,024	7,570	3,501	3,164	9,312
	対売上高構成比 % of Total Sales	3.7%	3.7%	3.1%	7.3%	9.3%	3.5%	3.2%	6.4%
	対前年同期増減率 Y-Y Change (%)	+5.0%	△21.2%	+25.0%	△28.5%	+155.6%	+6.0%	+5.6%	△7.1%

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)

	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%
その他サービス and Other Services /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%

(単位: 百万円 Millions of yen)

	2019年3月期 Fiscal year ended March 31, 2019									
	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 (%)	36,926	46.0%	38,199	43.1%	39,521	41.5%	43,347	31.6%	157,994	39.4%
保守・設置・構築/ Maintenance, Installation, Construction /対売上高構成比 % of Total Sales (%)	22,766	28.3%	23,240	26.2%	24,202	25.4%	26,279	19.2%	96,489	24.0%
運用 Operation /対売上高構成比 % of Total Sales (%)	9,196	11.5%	9,439	10.6%	9,450	9.9%	9,981	7.3%	38,068	9.5%
その他サービス and Other Services /対売上高構成比 % of Total Sales (%)	4,963	6.2%	5,518	6.2%	5,868	6.2%	7,085	5.2%	23,436	5.8%
開発・SI Application Development, Infrastructure SI /対売上高構成比 % of Total Sales (%)	17,401	21.7%	20,332	22.9%	23,052	24.2%	29,314	21.4%	90,100	22.4%
製品 Products /対売上高構成比 % of Total Sales (%)	25,974	32.3%	30,160	34.0%	32,670	34.3%	64,520	47.0%	153,324	38.2%
サーバ Server /対売上高構成比 % of Total Sales (%)	2,460	3.1%	3,698	4.2%	5,292	5.6%	6,235	4.5%	17,687	4.4%
ネットワーク Network /対売上高構成比 % of Total Sales (%)	6,621	8.2%	8,681	9.8%	6,627	7.0%	14,702	10.7%	36,632	9.1%
ストレージ Storage /対売上高構成比 % of Total Sales (%)	1,633	2.0%	1,934	2.2%	1,668	1.7%	4,245	3.1%	9,481	2.4%
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 (%)	6,715	8.4%	7,841	8.8%	8,987	9.4%	17,858	13.0%	41,404	10.3%
その他 Others /対売上高構成比 % of Total Sales (%)	8,542	10.6%	8,003	9.0%	10,094	10.6%	21,478	15.7%	48,119	12.0%
合計 Total /対売上高構成比 % of Total Sales (%)	80,301	100.0%	88,692	100.0%	95,244	100.0%	137,181	100.0%	401,420	100.0%