



## 2020年5月期(FY20)第3四半期 業績補足資料

3rd Quarter, Fiscal Year ending May 2020 (FY20) Business Result  
(Supplemental Information and Historical Facts)

2020/3/23

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### 日本オラクル株式会社

Oracle Corporation Japan (TSE 4716)

<http://www.oracle.com/jp/corporate/investor-relations/index.html>

#### (注意事項)

本資料に含まれている業績予想等、歴史的事実以外の事象については、本資料の発表日において入手可能な情報から判断された一定の前提に基づき日本オラクル株式会社が策定したものであり、実際の業績は様々な要因によって予想数値と異なる可能性があることをご承知おきください。

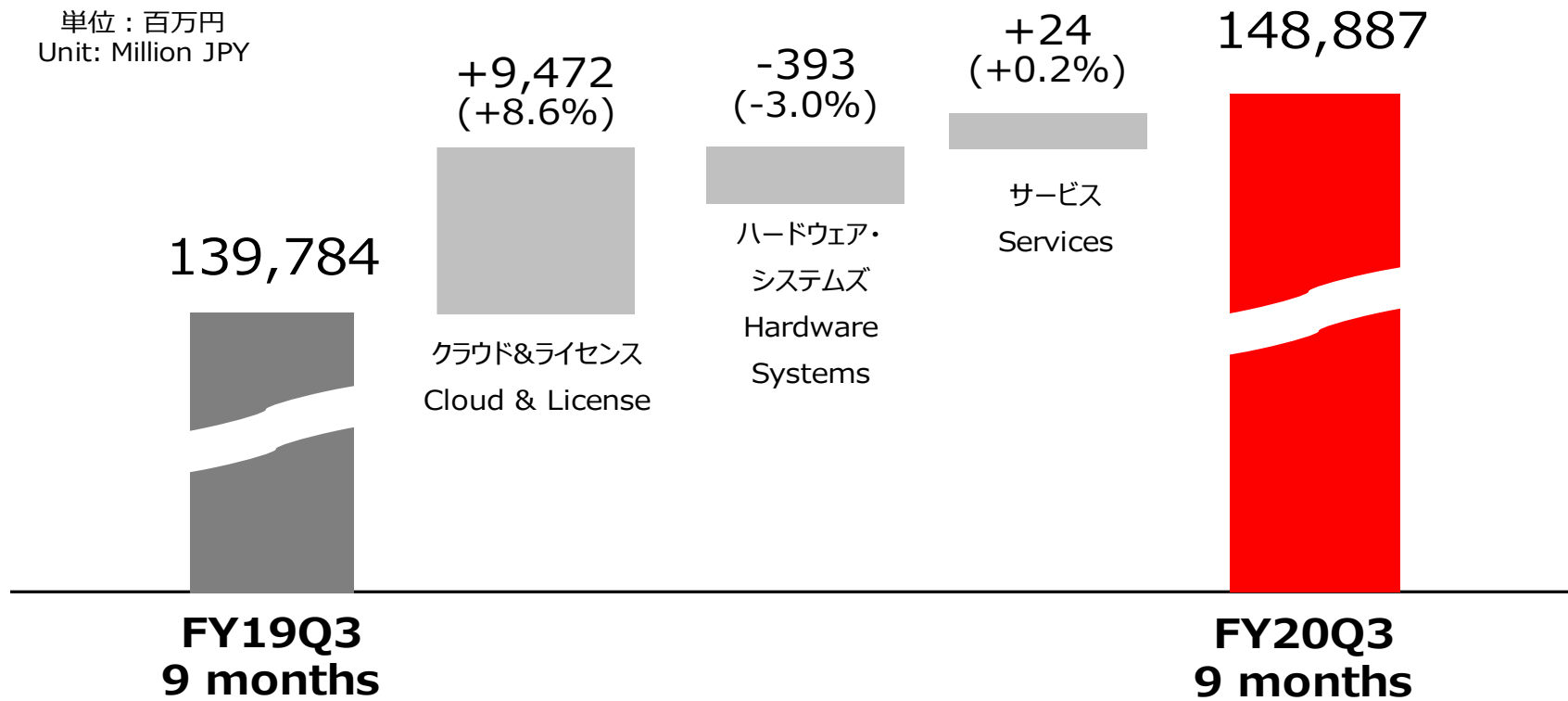
#### (Cautionary Statement)

Statements in this document with respect to Oracle Corporation Japan(OCJ)'s current plans, estimates, strategies and beliefs, and other statements that are not historical facts are forward-looking statements about the future performance of OCJ. These statements are based on OCJ's assumptions and beliefs in light of the information currently available to it. OCJ cautions you that a number of important risks and uncertainties could cause actual results to differ materially from those forward-looking statements.

1.売上高対前年同期比 Revenue YoY

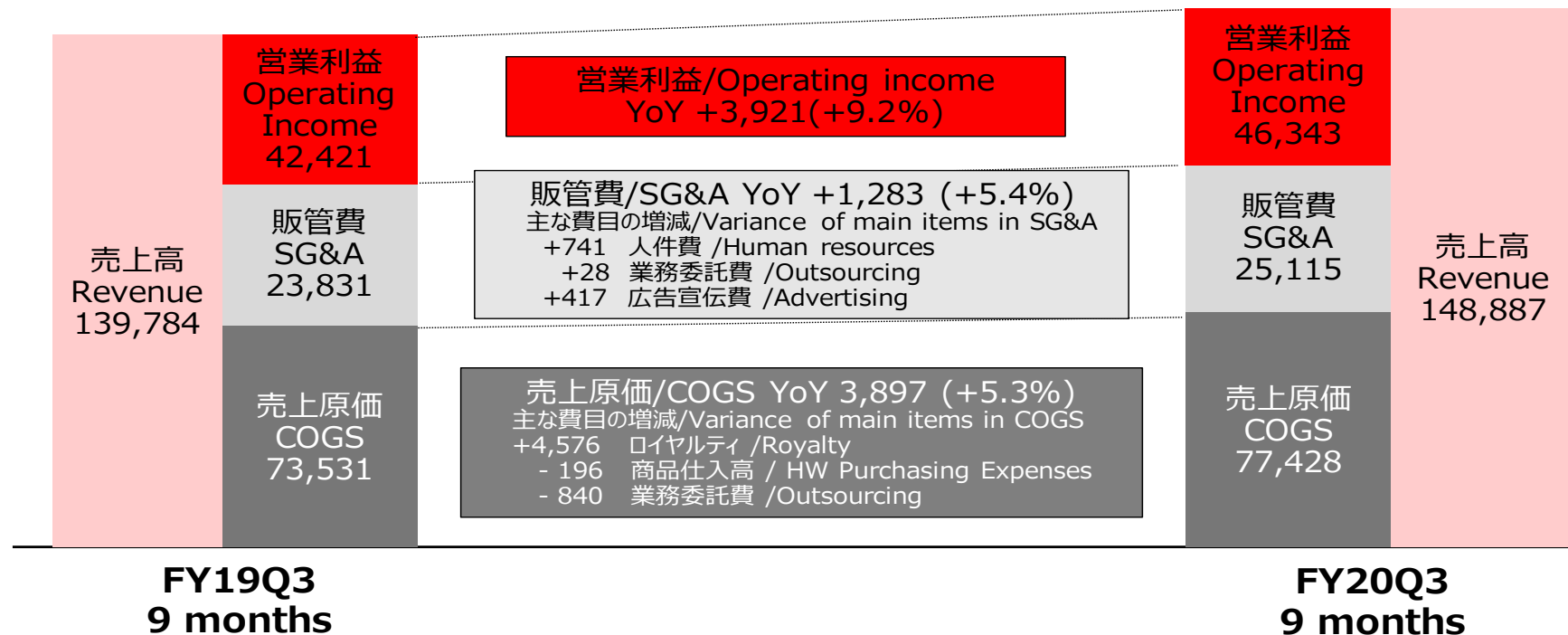
売上高 / Revenue +9,102 (+6.5%)

単位：百万円  
Unit: Million JPY



## 2. 営業利益対前年同期比 Operating Income YoY

単位：百万円  
Unit: Million JPY



### 3.直近業績要約 Summary of Recent Operating Results

(百万円 Millions of Yen)

	2020/5					2019/5					2018/5	2017/5	2016/5	2015/5
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Total	Total	Total	Total
売上高 / Total Revenue	47,505	49,979	51,401		148,887	45,646	45,607	48,530	62,604	202,389	185,481	173,190	170,203	161,051
売上原価 / Cost of Goods and Sales	24,856	25,985	26,585		77,428	24,531	23,012	25,987	33,204	106,735	96,673	88,504	87,077	82,683
売上総利益 / Gross Profit	22,648	23,994	24,816		71,458	21,115	22,594	22,542	29,400	95,653	88,808	84,685	83,126	78,368
販管費 / SG&A	8,399	8,190	8,525		25,115	7,559	8,365	7,906	9,484	33,316	32,798	32,160	32,900	31,283
営業利益 / Operating Income	14,249	15,803	16,290		46,343	13,555	14,229	14,636	19,916	62,337	56,009	52,524	50,225	47,085
営業利益率 / Operating Income Margin	30.0%	31.6%	31.7%		31.1%	29.7%	31.2%	30.2%	31.8%	30.8%	30.2%	30.3%	29.5%	29.2%
経常利益 / Ordinary Income	14,189	15,857	16,306		46,353	13,579	14,250	14,601	19,853	62,284	56,082	52,672	50,313	47,434
四半期(当期)純利益 / Net Income	9,817	10,972	11,279		32,069	9,401	9,875	10,111	13,973	43,360	38,751	36,360	33,568	30,246
総資産 / Total Assets	253,230	256,275	256,586		-	222,240	227,242	225,701	269,518	-	236,509	198,731	223,402	188,847
流動資産 / Current Assets	77,210	50,686	211,230		-	177,012	181,488	49,711	93,005	-	192,290	155,298	183,519	148,508
固定資産 / Non-current Assets	176,019	205,588	45,356		-	45,228	45,753	175,990	176,512	-	44,218	43,433	39,883	40,338
負債 / Liabilities	100,375	91,958	80,902		-	95,512	90,257	79,471	109,230	-	105,083	92,948	87,174	75,020
純資産 / Net Assets	152,855	164,316	175,684		-	126,728	136,984	146,230	160,288	-	131,425	105,783	136,227	113,826
設備投資額 / Capital expenditure*	-	-	-	-	-	-	-	-	-	3,094	1,590	2,408	699	407
減価償却費 / Depreciation	-	-	-	-	-	-	-	-	-	2,002	1,795	1,383	1,220	1,181
期末配当 (円) / Year-end Dividends (Yen)	-	-	-	-	-	-	-	-	-	136	121	114	525	95
配当性向 (%) / Dividend Payout Ratio (%)	-	-	-	-	-	-	-	-	-	40.1	39.9	40.0	199.1	40.0
従業員数 / Number of Employees	2,626	2,550	2,523		-	2,486	2,550	2,582	2,622	-	2,497	2,422	2,500	2,406

\* 設備投資額には差入保証金を含みます / Capital expenditure includes lease deposits.

\* FY16配当金内訳は、普通配当105円、特別配当420円、合計525円です。 / Breakdown of Dividends for May 2016; a normal dividend of 105 yen, a special dividend of 420 yen and total dividend is 525 yen.

#### 業績予想 / FY20 Forecast

(%)

	High	Low
売上高 / Revenue	1.0	5.0
1株当たり当期純利益 (円) / EPS (Yen)	340.00	350.00

\* 予想実効税率 estimation of effective tax rate = 30.8%

4.セグメント別データおよび営業経費 / Segmental Info and Opex

売上高 / Revenue

(百万円 Millions of Yen, %=YoY)

	2020/5					2019/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウド&オンプレミスライセンス Cloud & On Premise License	9,371 -2.0%	11,075 26.1%	12,105 14.7%		32,552 12.6%	9,561 21.4%	8,781 -6.7%	10,557 -19.6%	23,845 47.8%	52,747 13.3%
クラウドサービス&ライセンスサポート Cloud Services & License Supports	29,058 9.0%	28,995 4.7%	29,647 7.6%		87,701 7.1%	26,651 10.5%	27,680 12.8%	27,547 10.3%	28,186 7.1%	110,066 10.1%
クラウド&ライセンス Cloud & License	38,429 6.1%	40,070 9.9%	41,753 9.6%		120,253 8.6%	36,212 13.2%	36,462 7.4%	38,105 0.0%	52,032 22.5%	162,813 11.1%
ハードウェア・システムズ Hardware Systems	3,950 -4.7%	4,457 13.2%	4,174 -14.7%		12,582 -3.0%	4,145 5.0%	3,939 -0.1%	4,891 5.2%	5,364 -2.9%	18,340 1.5%
サービス Service	5,125 -3.1%	5,451 4.7%	5,474 -1.1%		16,051 0.2%	5,288 -0.4%	5,205 4.2%	5,533 15.0%	5,207 -9.9%	21,234 1.6%
合計 Total Revenue	47,505 4.1%	49,979 9.6%	51,401 5.9%		148,887 6.5%	45,646 10.6%	45,607 6.4%	48,530 2.0%	62,604 16.4%	202,389 9.1%

営業利益 / Operating Income

	2020/5					2019/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウド&ライセンス Cloud & License	14,627 13.2%	15,601 11.2%	16,293 15.2%		46,522 13.2%	12,921 9.7%	14,027 15.2%	14,141 -1.3%	20,826 23.6%	61,917 12.3%
ハードウェア・システムズ Hardware Systems	187 8.1%	205 4.1%	236 18.9%		629 10.5%	173 -0.9%	197 6.2%	198 -4.1%	252 -4.8%	822 -1.3%
サービス Services	714 -48.7%	1,016 -11.7%	891 -26.9%		2,622 -30.3%	1,393 2.3%	1,151 -21.4%	1,219 31.0%	178 -84.5%	3,943 -19.7%
共通経費（全社費用） Adjustment	-1,281 37.3%	-1,020 -11.1%	-1,130 22.4%		-3,431 14.2%	-932 -9.3%	-1,147 4.3%	-923 -26.3%	-1,340 -9.4%	-4,345 -10.6%
営業利益 Operating income	14,249 5.1%	15,803 11.1%	16,290 11.3%		46,343 9.2%	13,555 10.3%	14,229 11.8%	14,636 3.0%	19,916 18.7%	62,337 11.3%

営業経費主要科目（売上原価+販売費及び一般管理費） / Operating Expenses (Sum of COGS and SG&A )

	2020/5					2019/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
ロイヤルティ (Royalty)	15,847	16,580	17,318		49,746	14,629	14,733	15,806	22,171	67,341
ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses)	3,073	3,734	3,371		10,179	3,364	3,059	3,953	4,399	14,776
人件費 (Human Resources)	7,999	7,681	8,076		23,757	7,293	7,648	7,812	9,255	32,010
業務委託費(Outsourcing)	3,401	3,611	3,726		10,739	4,362	3,329	3,859	4,240	15,791
広告宣伝費 (Advertising)	466	299	258		1,024	108	333	164	225	831
ファシリティ関連 (Facility) *	1,096	1,017	1,035		3,150	944	955	1,044	1,014	3,959
その他 (Others)	1,371	1,251	1,323		3,946	1,387	1,317	1,253	1,381	5,340
合計/Total	33,256	34,175	35,111		102,543	32,091	31,378	33,893	42,688	140,051

\* ファシリティには賃借料、減価償却費、消耗品費、水道光熱費が含まれる / Facility includes rent, depreciation & amortization, supplies expenses and utilities.

5.貸借対照表要約 Summary of Balance Sheet

資産の部 Assets						負債・資本の部 Liabilities and Net Assets					
決算期 Period	2016/5	2017/5	2018/5	2019/5	2020/02	決算期 Period	2016/5	2017/5	2018/5	2019/5	2020/02
流動資産	183,519	155,298	192,290	93,005	211,230	流動負債	87,166	92,940	105,075	109,222	80,894
Current assets						Current liabilities					
現金及び預金	59,644	43,025	169,326	65,505	29,702	買掛金	10,514	12,028	13,087	15,910	11,858
Cash and deposits						Account payable					
受取手形	-	-	-	-	-	未払金	5,832	5,109	5,521	5,313	4,178
Notes receivable						Accrued amount payable					
売掛金	19,674	19,629	19,871	20,283	18,218	未払法人税等	9,195	8,274	10,991	10,969	4,877
Accounts receivable						Accrued income taxes					
前払費用	64	241	203	208	*	未払消費税等	*	*	*	*	*
Prepaid expenses						Accrued consumption tax					
繰延税金資産	2,758	-	-	-	-	前受金	56,527	62,594	69,862	70,772	53,994
Differed tax assets						Advances by customers					
未収入金	*	*	*	*	*	その他	5,096	4,932	5,612	6,256	5,986
Accounts receivable-other						Others					
関係会社短期貸付金	100,000	90,300	-	-	160,000	固定負債	7	7	7	7	7
Long-term loans receivable from subsidiaries and associates						Fixed Liabilities					
その他	1,380	2,104	2,901	7,020	3,321	その他	7	7	7	7	7
Others						Others					
貸倒引当金	(2)	(2)	(12)	(12)	(12)	負債合計	87,174	92,948	105,083	109,230	80,902
Allowance for doubtful accounts						Total liabilities					
固定資産 / Fixed assets	39,883	43,433	44,218	176,512	45,356	資本金	23,209	23,755	24,480	24,679	24,857
有形固定資産 / Property and equipmen	39,085	40,089	39,863	40,889	39,627	Capital stock					
土地	26,057	26,057	26,057	26,057	26,057	資本剰余金	6,560	7,106	7,831	8,030	8,208
Land						Capital surplus					
建物及び建物付属設備	11,724	11,384	10,619	11,088	10,549	利益剰余金	105,836	75,258	99,450	128,580	143,229
Buildings and accessory equipment						Retained earnings					
建設仮勘定	143	-	15	-	-	自己株式	(221)	(898)	(599)	(1,211)	(773)
Construction in progress						Treasury stock					
器具及び備品	1,160	2,648	3,171	3,743	3,020	株主資本合計	135,386	105,221	131,162	160,078	175,522
Tools, furniture and fixtures						Total shareholders' equity					
無形固定資産 / Intangible fixed assets	5	6	4	2	1	その他有価証券評価差額金	-	-	-	-	-
投資その他の資産	791	3,337	4,350	135,620	5,726	Unrealized gain on other securities, net of taxes					
Investments and other assets						新株予約権	841	561	262	209	161
関係会社長期貸付金	-	-	-	130,000	-	Stock acquisition right					
Long-term loans receivable from subsidiaries and associates						純資産合計	136,227	105,783	131,425	160,288	175,684
その他	791	3,337	4,350	5,620	5,726	Total net assets					
Others						負債・純資産合計	223,402	198,731	236,509	269,518	256,586
資産合計	223,402	198,731	236,509	269,518	256,586	Total liabilities and net assets					
Total assets											

\* 第1～第3四半期末における「\*」の科目の残高は「その他」に含まれております / Balance of \* in Q1,Q2 and Q3 are included in others.

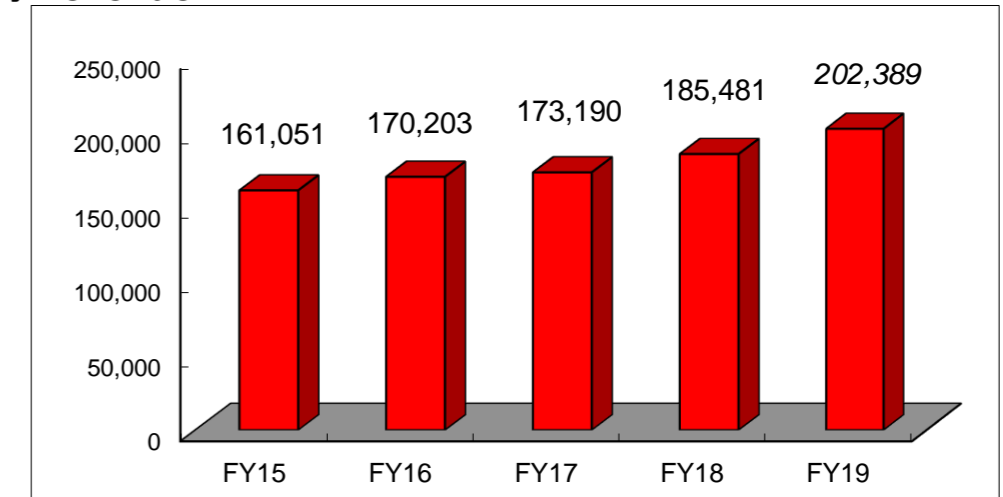
\* 2014年5月期より、未収入金および未払消費税等はその他に含まれております。 / From FY14, balance of Accounts receivable-other and Accrued consumption tax are included in others.

## 6.会社概要 Corporate Overview

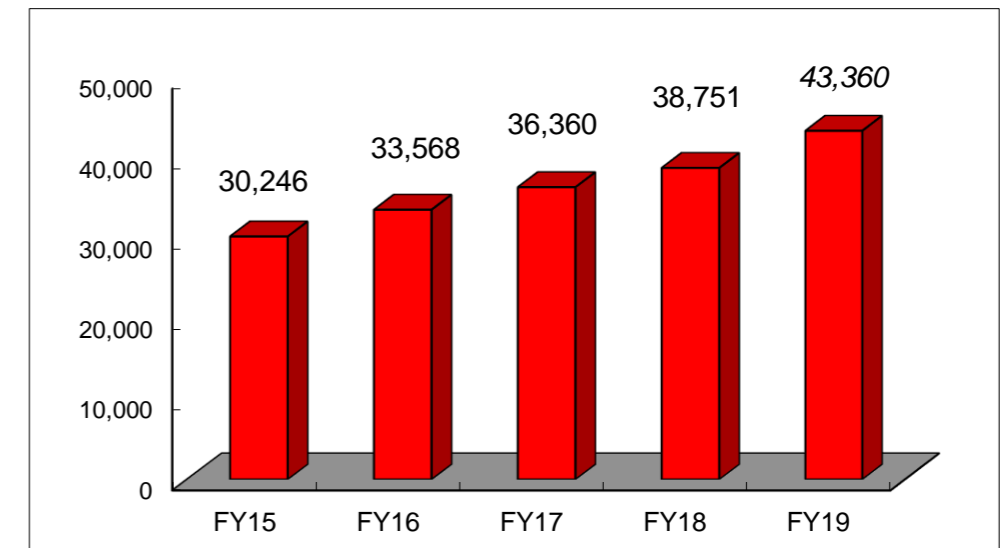
- 商号  
Company Name 日本オラクル株式会社  
Oracle Corporation Japan
- 設立  
Established 1985年10月15日  
October 15, 1985
- 資本金  
Paid-In Capital 24,857百万円 (million yen)
- 代表執行役  
Representative Executive Officer 金子 忠浩  
Tadahiro Kaneko
- 従業員数  
Number of Employees 2,523名
- 事業内容  
Scope of Business 企業の事業活動の基盤となるソフトウェア・ハードウェア、クラウドサービス  
ならびにそれらの利用を支援する各種サービスの提供  
Sales of software & hardware products, Cloud services and  
provision of various kinds of services supporting the use  
of such products for businesses
- 本社所在地  
Head office 東京都港区北青山2-5-8 オラクル青山センター  
Oracle Aoyama Center 2-5-8, Kita-Aoyama, Minato-ku, Tokyo

2020年2月29日現在 / as of February 29, 2020

### ●業績推移 Revenues and Net Income (百万円 Millions of Yen) 売上高 Revenue



### 当期純利益 Net Income



#### 「クローズドコミュニケーションピリオド」に関して

当社は、決算発表準備中に株価に影響を与える情報が漏れることを防ぐため、当社の決算発表前後一定期間を「クローズドコミュニケーションピリオド」として、個別取材やミーティングへの対応や出席、業績見通し等に関するお問い合わせへの対応を控えさせていただいております。ただし、公表済の業績予想から大きな乖離が見込まれる場合においては、期間中であっても適宜情報開示を行います。

**クローズドコミュニケーションピリオドは各四半期末月(2,5,8,11月)15日から、当該四半期の業績発表日までです。**

#### Notice about "Closed Communication Period"

In order to prevent the information leaks which affect stock prices during the preparation of announcements of the financial results, Oracle Corporation Japan has set a fixed period before and after announcement as a "Closed Communication Period" and shall refrain from coverage regarding financial results during the period. However, in the event of a large deviation from previously announced predictive statements, even during the period, the Company will disclose information as it considers appropriate. **Closed Communication Period begins the 15th day of the last month of each quarter (Feb., May, Aug. and Nov.) and ends once the Company announces its quarterly earnings.**