



NS Solutions

2017年3月期決算 参考資料

Appendix of Financial Results for the fiscal year ended March 31, 2017

2017年4月28日

April 28, 2017

新日鉄住金ソリューションズ株式会社

NS Solutions Corporation

本資料には当社又は当社役員の当社の営業成績及び財政状態に関する意図、意見又は現時点の予想と関連する将来予想が記載されております。従って、この将来予想は、歴史的事実でも将来の業績を保証するものでもないため、リスクと不確定な要素を含んでおります。実際の業績は様々な要因により異なる可能性があります。当社は、この将来予想を、これらの変化要因を反映するために修正することを保証するものではありません。

財務諸表の開示について

当社連結財務諸表及び、個別財務諸表につきましては、日本の金融商品取引法及びそれに関連する会計規則、日本基準における一般会計原則に従って作成されております。そのため国際財務報告基準とは開示方法が異なる部分がありますのでご注意ください。

この資料では百万円単位で切捨て表示をしております。

This document includes statements of forward-looking descriptions regarding the intent, belief or current expectations of NS Solutions Corporation (the “Company”) or its officers in terms of its operation and financial condition. Accordingly, such statements contain risks and uncertainties since they are neither historical facts nor guarantees of future performance. Actual results may be varied and influenced by various factors. The Company does not undertake to revise such forward-looking descriptions to reflect those factors.

Basis of Presenting Financial Statements

The accompanying financial statements of the Company and its consolidated subsidiaries have been prepared in accordance with the provisions set forth in the Financial Instruments and Exchange Law and its related accounting regulations, and in conformity with accounting principles generally accepted in Japan (“Japanese GAAP”), which are different in certain respects as to application and disclosure requirements from International Financial Reporting Standards.

In this material, figures have been rounded down to the nearest millions of yen.

1. 連結四半期業績概要 Outline of Quarterly Consolidated Business Results

(単位: 百万円(他に指定ない限り) Millions of Yen, except as otherwise noted)

| | 2016/3 | | | | | 2017/3 | | | | | 対前年同期差異 | | | | |
|--|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total |
| 受注高 | | | | | | | | | | | | | | | |
| Amount of order acceptance | 52,077 | 59,542 | 51,711 | 66,433 | 229,765 | 56,414 | 59,300 | 55,971 | 81,209 | 252,896 | +4,337 | -242 | +4,260 | +14,776 | +23,131 |
| 業務ソリューション | | | | | | | | | | | | | | | |
| Business solutions | 30,911 | 33,173 | 37,046 | 41,069 | 142,200 | 42,280 | 36,192 | 41,236 | 50,375 | 170,085 | +11,368 | +3,019 | +4,190 | +9,305 | +27,884 |
| サービスソリューション | | | | | | | | | | | | | | | |
| Service solutions | 21,165 | 26,369 | 14,665 | 25,363 | 87,564 | 14,133 | 23,107 | 14,734 | 30,834 | 82,810 | -7,031 | -3,262 | +69 | +5,470 | -4,753 |
| 期末受注残高 | | | | | | | | | | | | | | | |
| Order backlog at end of period | 86,727 | 91,202 | 92,618 | 96,953 | 96,953 | 103,342 | 106,812 | 109,939 | 117,377 | 117,377 | +16,615 | +15,610 | +17,320 | +20,423 | +20,423 |
| 業務ソリューション | | | | | | | | | | | | | | | |
| Business solutions | 53,414 | 51,370 | 55,911 | 54,487 | 54,487 | 64,978 | 64,624 | 71,009 | 72,747 | 72,747 | +11,563 | +13,254 | +15,097 | +18,260 | +18,260 |
| サービスソリューション | | | | | | | | | | | | | | | |
| Service solutions | 33,312 | 39,831 | 36,706 | 42,466 | 42,466 | 38,363 | 42,188 | 38,929 | 44,629 | 44,629 | +5,051 | +2,356 | +2,222 | +2,162 | +2,162 |
| 売上高 | | | | | | | | | | | | | | | |
| Net sales | 51,223 | 55,068 | 50,295 | 62,098 | 218,685 | 50,025 | 55,830 | 52,845 | 73,771 | 232,473 | -1,197 | +762 | +2,550 | +11,673 | +13,787 |
| 業務ソリューション | | | | | | | | | | | | | | | |
| Business solutions | 32,298 | 35,217 | 32,504 | 42,494 | 142,515 | 31,788 | 36,546 | 34,852 | 48,637 | 151,825 | -509 | +1,329 | +2,347 | +6,143 | +9,310 |
| サービスソリューション | | | | | | | | | | | | | | | |
| Service solutions | 18,925 | 19,850 | 17,790 | 19,603 | 76,170 | 18,236 | 19,283 | 17,993 | 25,134 | 80,648 | -688 | -567 | +203 | +5,530 | +4,477 |
| 売上総利益 | | | | | | | | | | | | | | | |
| Gross profit | 10,831 | 11,134 | 10,266 | 11,472 | 43,704 | 10,961 | 11,316 | 11,103 | 13,078 | 46,459 | +130 | +182 | +836 | +1,606 | +2,755 |
| 販売費及び一般管理費 | | | | | | | | | | | | | | | |
| Selling, general and administrative expenses | 6,170 | 5,980 | 5,810 | 6,474 | 24,435 | 6,351 | 6,100 | 5,846 | 6,621 | 24,919 | +180 | +120 | +35 | +147 | +484 |
| 営業利益 | | | | | | | | | | | | | | | |
| Operating income | 4,660 | 5,154 | 4,456 | 4,998 | 19,269 | 4,610 | 5,216 | 5,256 | 6,457 | 21,540 | -50 | +61 | +800 | +1,459 | +2,271 |
| 経常利益 | | | | | | | | | | | | | | | |
| Ordinary income | 4,855 | 5,199 | 4,503 | 4,809 | 19,367 | 4,870 | 5,338 | 5,315 | 6,592 | 22,117 | +15 | +139 | +812 | +1,783 | +2,750 |
| 親会社株主に帰属する当期純利益 ※ | | | | | | | | | | | | | | | |
| Profit attributable to owners of parent | 2,814 | 3,213 | 2,827 | 2,313 | 11,168 | 2,972 | 3,626 | 3,506 | 3,859 | 13,964 | +157 | +413 | +678 | +1,546 | +2,795 |
| 包括利益 ※ | | | | | | | | | | | | | | | |
| Comprehensive income | 2,846 | 2,903 | 2,824 | 2,121 | 10,695 | 3,854 | 4,789 | 5,543 | 7,247 | 21,435 | +1,007 | +1,886 | +2,718 | +5,126 | +10,739 |
| 売上高総利益率(%) | | | | | | | | | | | | | | | |
| Gross profit margin (%) | 21.1% | 20.2% | 20.4% | 18.5% | 20.0% | 21.9% | 20.3% | 21.0% | 17.7% | 20.0% | +0.8% | +0.1% | +0.6% | -0.7% | +0.0% |
| 営業利益率(%) | | | | | | | | | | | | | | | |
| Operating income margin (%) | 9.1% | 9.4% | 8.9% | 8.0% | 8.8% | 9.2% | 9.3% | 9.9% | 8.8% | 9.3% | +0.1% | -0.0% | +1.1% | +0.7% | +0.5% |
| 新日鐵住金向け売上高 | | | | | | | | | | | | | | | |
| Sales to Nippon Steel & Sumitomo Metal Corp. | 11,728 | 12,371 | 11,347 | 11,436 | 46,883 | 11,009 | 11,577 | 10,958 | 13,915 | 47,461 | -718 | -793 | -388 | +2,478 | +577 |

※ 2016年3月期決算において、法人税法改正等に伴う繰延税金資産の取崩しにより法人税等の金額が増加しております。影響額については2016年3月期決算短信をご参照下さい。
In the fiscal year results ended March 31, 2016, the income taxes increased owing to the reversal of deferred tax assets due to the amendment of Corporate Tax Act.
For cumulative effect of this change, please refer to the Consolidated Financial Results for FY2015.

2.連結業績概要 Outline of Consolidated Business Results

(単位:百万円(他に指定ない限り) Millions of Yen, except as otherwise noted)

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 | 対前年差異 (B)-(A) | 対見通し差異 (C)-(B) |
|--|-----------|--------------|--------------|----------------|------------------|-------------------|
| | 実績 Actual | 実績 Actual(A) | 実績 Actual(B) | 見通し Outlook(C) | | |
| 受注高 | | | | | | |
| Amount of order acceptance | 206,972 | 229,765 | 252,896 | — | +23,131 | — |
| 業務ソリューション | | | | | | |
| Business solutions | 141,571 | 142,200 | 170,085 | — | +27,884 | — |
| サービスソリューション | | | | | | |
| Service solutions | 65,401 | 87,564 | 82,810 | — | -4,753 | — |
| 期末受注残高 | | | | | | |
| Order backlog at end of period | 85,873 | 96,953 | 117,377 | — | +20,423 | — |
| 業務ソリューション | | | | | | |
| Business solutions | 54,801 | 54,487 | 72,747 | — | +18,260 | — |
| サービスソリューション | | | | | | |
| Service solutions | 31,072 | 42,466 | 44,629 | — | +2,162 | — |
| 売上高 | | | | | | |
| Net sales | 206,295 | 218,685 | 232,473 | 235,000 | +13,787 | +2,526 |
| 業務ソリューション | | | | | | |
| Business solutions | 139,311 | 142,515 | 151,825 | 154,500 | +9,310 | +2,674 |
| サービスソリューション | | | | | | |
| Service solutions | 66,983 | 76,170 | 80,648 | 80,500 | +4,477 | -148 |
| 売上総利益 | | | | | | |
| Gross profit | 39,341 | 43,704 | 46,459 | 49,200 | +2,755 | +2,740 |
| 販売費及び一般管理費 | | | | | | |
| Selling, general and administrative expenses | 23,126 | 24,435 | 24,919 | 26,500 | +484 | +1,580 |
| 営業利益 | | | | | | |
| Operating income | 16,214 | 19,269 | 21,540 | 22,700 | +2,271 | +1,159 |
| 経常利益 | | | | | | |
| Ordinary income | 16,455 | 19,367 | 22,117 | 23,000 | +2,750 | +882 |
| 親会社株主に帰属する当期純利益 ※1 | | | | | | |
| Profit attributable to owners of parent | 9,077 | 11,168 | 13,964 | 15,000 | +2,795 | +1,035 |
| 包括利益 ※1 | | | | | | |
| Comprehensive income | 18,700 | 10,695 | 21,435 | — | +10,739 | — |
| 売上高総利益率(%) | | | | | | |
| Gross profit margin (%) | 19.1% | 20.0% | 20.0% | 20.9% | +0.0% | +1.0% |
| 営業利益率(%) | | | | | | |
| Operating income margin (%) | 7.9% | 8.8% | 9.3% | 9.7% | +0.5% | +0.4% |
| 新日鐵住金向け売上高 | | | | | | |
| Sales to Nippon Steel & Sumitomo Metal Corp. | 35,649 | 46,883 | 47,461 | 41,500 | +577 | -5,961 |
| 1株当たり当期純利益(円) ※2 | | | | | | |
| Net income per share (yen) | 87.34 | 120.08 | 149.48 | 158.41 | +29.40 | +8.94 |
| 純資産 | | | | | | |
| Net assets | 97,443 | 105,012 | 125,724 | — | +20,712 | — |
| 総資産 | | | | | | |
| Total assets | 166,283 | 175,696 | 200,811 | — | +25,114 | — |
| 1株当たり配当金(円) ※2 | | | | | | |
| Cash dividends per share (yen) | 22.50 | 42.50 | 45.00 | 50.00 | +2.50 | +5.00 |
| 配当性向(%) | | | | | | |
| Dividend payout ratio (%) | 25.8% | 35.4% | 30.1% | 31.6% | -5.3% | +1.5% |

※1 2015年3月期決算及び2016年3月期決算において、法人税法改正等に伴う繰延税金資産の取崩しにより法人税等の金額が増加しております。影響額については2015年3月期決算短信及び2016年3月期決算短信をご参照下さい。
In the fiscal year results ended March 31, 2015, and the fiscal year results ended March 31, 2016, the income taxes increased owing to the reversal of deferred tax assets due to the amendment of Corporate Tax Act.
For cumulative effect of this change, please refer to the Consolidated Financial Results for FY2014 and FY2015.

※2 当社は、2016年1月1日付けで普通株式1株につき2株の割合で株式分割を行っております。
2015年3月期期首に当該分割が行われたと仮定して、1株当たり当期純利益及び1株当たり配当金を算定しております。
January 1, 2016, the Company implemented a stock split of its common stock at a ratio of 2 shares for each 1 share.
Net income per share and Cash dividends per share are calculated on the assumption that the said stock split was implemented at the beginning of FY2014.

3.指標 Management index

(単位:百万円(他に指定ない限り) Millions of Yen, except as otherwise noted)

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|---|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 自己資本比率(%) Equity ratio (%) | 56.3% | 57.3% | 60.3% | — |
| 総資産経常利益率(%) Return(Ordinary income) on Asset (%) | 10.0% | 11.3% | 11.7% | — |
| 自己資本当期純利益率(%) Return(Net income) on Equity (%) | 9.5% | 11.5% | 12.6% | — |

4.要約連結キャッシュ・フロー計算書 Condensed Consolidated Statements of Cash Flows

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|---|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 営業活動によるキャッシュ・フロー Net cash provided by (used in) operating activities | 15,298 | 18,247 | 12,449 | — |
| 投資活動によるキャッシュ・フロー Net cash provided by (used in) investing activities | 1,448 | △ 4,839 | △ 5,359 | — |
| 財務活動によるキャッシュ・フロー Net cash provided by (used in) financing activities | △ 22,940 | △ 4,013 | △ 4,912 | — |

5.売上原価の内訳 Breakdown of cost of sales

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|-----------------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 労務費 Labor cost | 41,464 | 44,623 | 44,794 | — |
| 材料費 Material cost | 50,223 | 49,209 | 55,685 | — |
| 外注費 Subcontract expenses | 61,082 | 68,882 | 69,054 | — |
| その他 Other | 14,183 | 12,266 | 16,480 | — |

6.研究開発費 R&D expenses

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|-----------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 研究開発費 R&D expenses | 1,546 | 1,598 | 1,801 | — |

7.設備投資・減価償却費 Capital expenditure・Depreciation

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|-------------------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 設備投資 ※ Capital expenditure | 2,802 | 4,473 | 4,769 | 8,000 |
| 減価償却費 ※ Depreciation | 3,847 | 3,916 | 4,147 | 4,500 |

8.期末従業員数 Number of employees at end of period

| | 2015/3 | 2016/3 | 2017/3 | 2018/3 |
|--|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 期末従業員数(人) Number of employees at end of period (jobs) | 5,325 | 5,644 | 5,931 | — |

※ 設備投資及び減価償却費に、リース資産の新規購入及び減価償却費を含めております。
The amount of newly leased assets and that of their depreciation have been included in above items "Capital expenditure" and "Depreciation".

《参考》上期財務情報 Ref. First Half Financial Information

1.連結業績概要 Outline of Consolidated Business Results

(単位:百万円(他に指定ない限り) Millions of Yen, except as otherwise noted)

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 | 対前年差異 | 対見通し差異 |
|--|-----------|--------------|--------------|----------------|---------|---------|
| | 実績 Actual | 実績 Actual(A) | 実績 Actual(B) | 見通し Outlook(C) | (B)-(A) | (C)-(B) |
| 受注高 | | | | | | |
| Amount of order acceptance | 96,963 | 111,619 | 115,714 | — | +4,094 | — |
| 業務ソリューション | | | | | | |
| Business solutions | 61,472 | 64,084 | 78,473 | — | +14,388 | — |
| サービスソリューション | | | | | | |
| Service solutions | 35,491 | 47,535 | 37,241 | — | -10,293 | — |
| 期末受注残高 | | | | | | |
| Order backlog at end of period | 87,268 | 91,202 | 106,812 | — | +15,610 | — |
| 業務ソリューション | | | | | | |
| Business solutions | 52,456 | 51,370 | 64,624 | — | +13,254 | — |
| サービスソリューション | | | | | | |
| Service solutions | 34,811 | 39,831 | 42,188 | — | +2,356 | — |
| 売上高 | | | | | | |
| Net sales | 94,891 | 106,291 | 105,855 | 110,000 | -435 | +4,144 |
| 業務ソリューション | | | | | | |
| Business solutions | 61,557 | 67,515 | 68,335 | 71,000 | +819 | +2,664 |
| サービスソリューション | | | | | | |
| Service solutions | 33,333 | 38,775 | 37,520 | 39,000 | -1,255 | +1,479 |
| 売上総利益 | | | | | | |
| Gross profit | 18,601 | 21,965 | 22,278 | 23,200 | +312 | +921 |
| 販売費及び一般管理費 | | | | | | |
| Selling, general and administrative expenses | 11,603 | 12,150 | 12,451 | 13,000 | +301 | +548 |
| 営業利益 | | | | | | |
| Operating income | 6,998 | 9,814 | 9,826 | 10,200 | +11 | +373 |
| 経常利益 | | | | | | |
| Ordinary income | 7,226 | 10,054 | 10,209 | 10,500 | +155 | +290 |
| 親会社株主に帰属する当期純利益 | | | | | | |
| Profit attributable to owners of parent | 4,246 | 6,027 | 6,598 | 6,700 | +571 | +101 |
| 包括利益 | | | | | | |
| Comprehensive income | 4,539 | 5,749 | 8,644 | — | +2,894 | — |
| 売上高総利益率(%) | | | | | | |
| Gross profit margin (%) | 19.6% | 20.7% | 21.0% | 21.1% | +0.4% | +0.0% |
| 営業利益率(%) | | | | | | |
| Operating income margin (%) | 7.4% | 9.2% | 9.3% | 9.3% | +0.0% | -0.0% |
| 新日鐵住金向け売上高 | | | | | | |
| Sales to Nippon Steel & Sumitomo Metal Corp. | 17,953 | 24,099 | 22,587 | 21,500 | -1,512 | -1,087 |
| 1株当たり当期純利益(円) ※ | | | | | | |
| Net income per share (yen) | 40.06 | 64.81 | 70.95 | 70.76 | +6.14 | -0.19 |
| 純資産 | | | | | | |
| Net assets | 104,475 | 102,045 | 111,485 | — | +9,440 | — |
| 総資産 | | | | | | |
| Total assets | 163,595 | 165,458 | 177,900 | — | +12,442 | — |

※ 当社は、2016年1月1日付けで普通株式1株につき2株の割合で株式分割を行っております。
 2015年3月期期首に当該分割が行われたと仮定して、1株当たり当期純利益を算定しております。
 January 1, 2016, the Company implemented a stock split of its common stock at a ratio of 2 shares for each 1 share.
 Net income per share is calculated on the assumption that the said stock split was implemented at the beginning of FY2014.

《参考》上期財務情報 Ref. First Half Financial Information

2.要約連結キャッシュ・フロー計算書 Condensed Consolidated Statements of Cash Flows

(単位:百万円(他に指定ない限り) Millions of Yen, except as otherwise noted)

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 |
|---|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 営業活動によるキャッシュ・フロー Net cash provided by (used in) operating activities | 6,914 | 11,872 | 8,235 | — |
| 投資活動によるキャッシュ・フロー Net cash provided by (used in) investing activities | 628 | △ 1,073 | △ 495 | — |
| 財務活動によるキャッシュ・フロー Net cash provided by (used in) financing activities | △ 1,448 | △ 1,460 | △ 2,480 | — |

4.売上原価の内訳 Breakdown of cost of sales

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 |
|-----------------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 労務費 Labor cost | 20,175 | 21,372 | 21,911 | — |
| 材料費 Material cost | 22,514 | 24,126 | 24,786 | — |
| 外注費 Subcontract expenses | 28,647 | 33,333 | 32,616 | — |
| その他 Other | 4,954 | 5,493 | 4,262 | — |

5.研究開発費 R&D expenses

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 |
|-----------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 研究開発費 R&D expenses | 774 | 780 | 915 | — |

6.設備投資・減価償却費 Capital expenditure・Depreciation

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 |
|-------------------------------|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 設備投資 ※ Capital expenditure | 1,421 | 2,504 | 2,229 | 5,500 |
| 減価償却費 ※ Depreciation | 1,855 | 1,899 | 1,929 | 2,100 |

7.期末従業員数 Number of employees at end of period

| | 2014/9 | 2015/9 | 2016/9 | 2017/9 |
|--|-----------|-----------|-----------|-------------|
| | 実績 Actual | 実績 Actual | 実績 Actual | 見通し Outlook |
| 期末従業員数(人) Number of employees at end of period (jobs) | 5,381 | 5,665 | 5,898 | — |

※ 設備投資及び減価償却費に、リース資産の新規購入及び減価償却費を含めております。

The amount of newly leased assets and that of their depreciation have been included in above items "Capital expenditure" and "Depreciation".