



2018年5月期(FY18)第4四半期 業績補足資料

4th Quarter, Fiscal Year ended May 2018 (FY18) Business Result
(Supplemental Information and Historical Facts)

2018/6/26

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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。

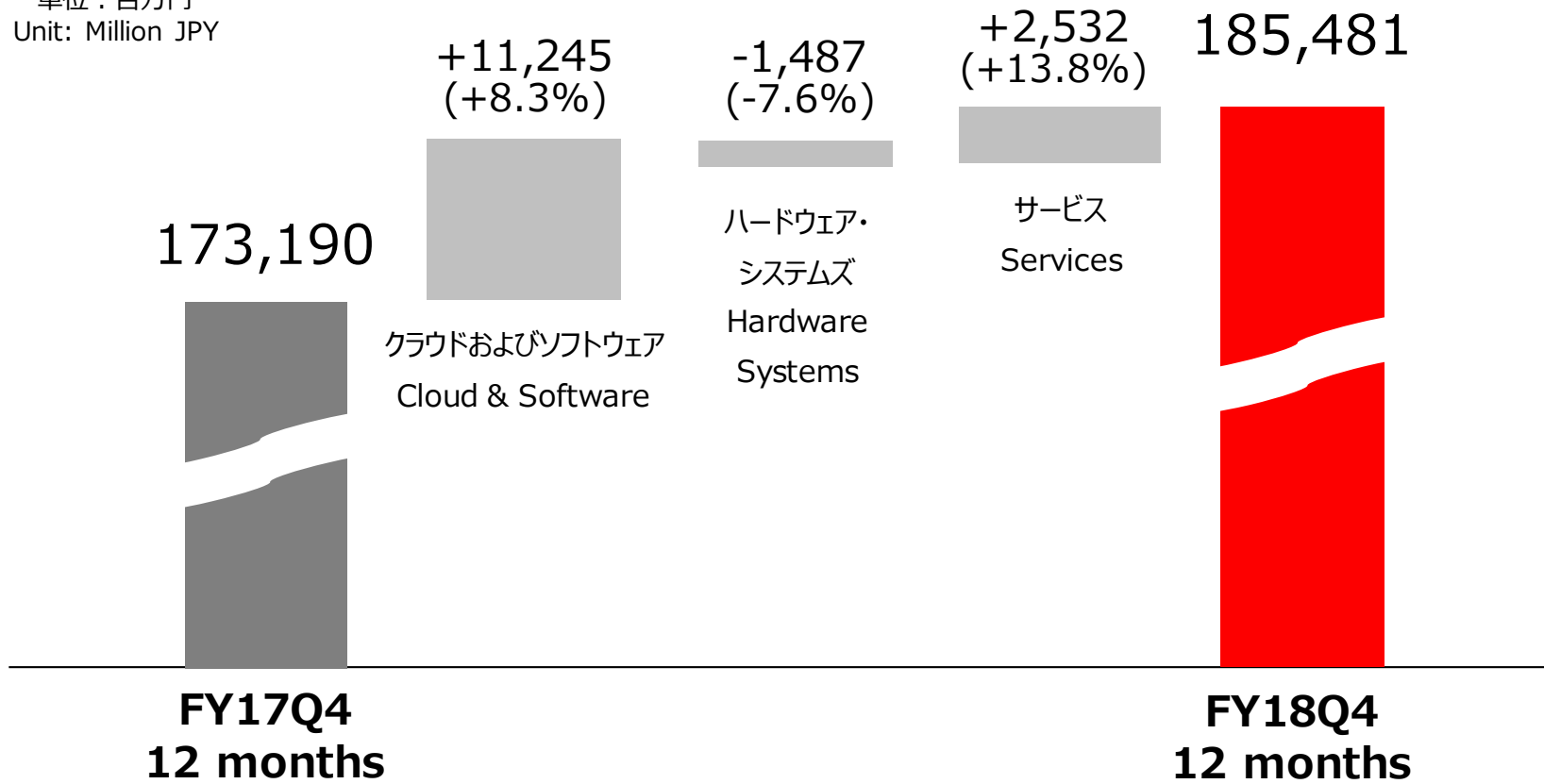
(Cautionary Statement)

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

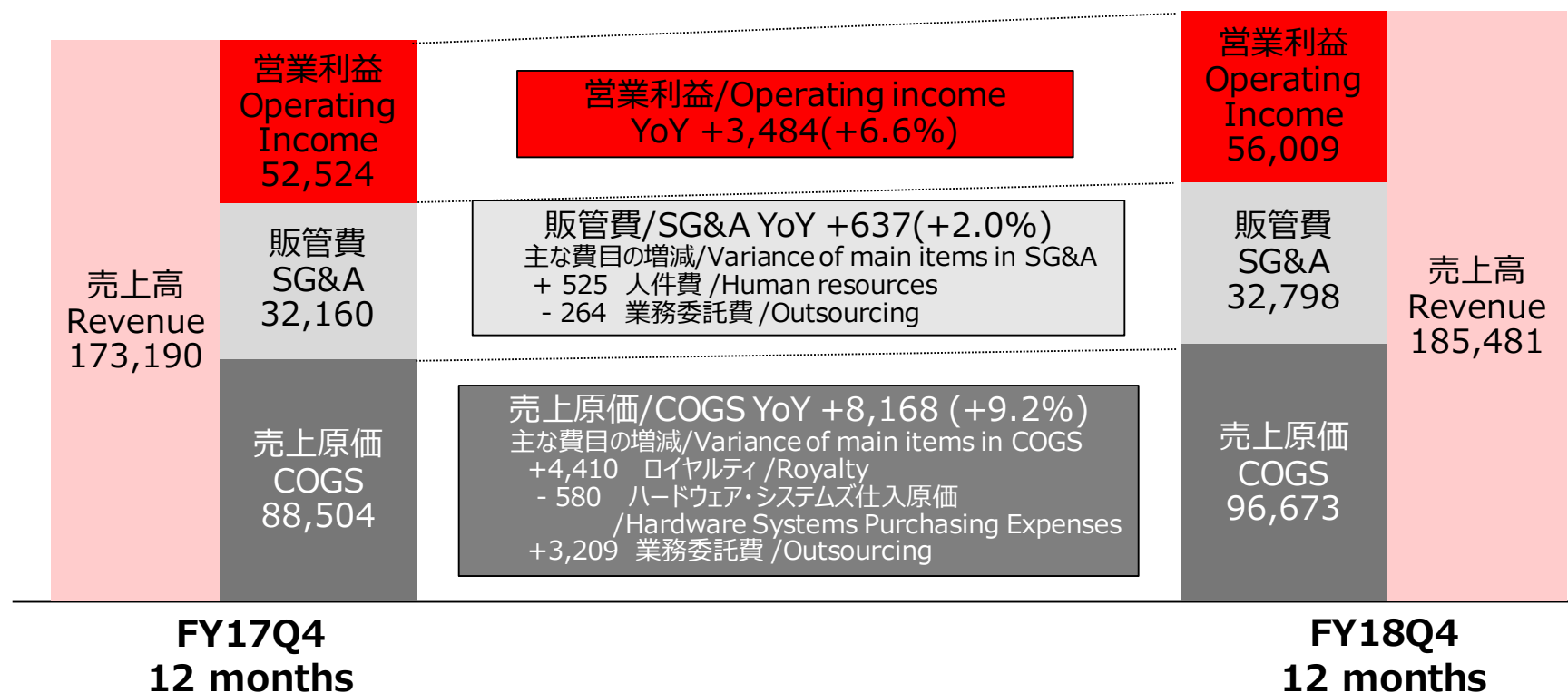
売上高 / Revenue +12,290 (+7.1%)

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)

	2018/5					2017/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
売上高 Total Revenue	41,256	42,879	47,579	53,765	185,481	38,591	42,003	42,644	49,950	173,190
売上原価 Cost of Sales	21,668	22,140	25,294	27,570	96,673	19,519	21,247	21,469	26,267	88,504
売上総利益 Gross Profit	19,588	20,739	22,285	26,194	88,808	19,071	20,756	21,174	23,682	84,685
販管費 Selling, general and administrative expenses	7,299	8,011	8,077	9,410	32,798	7,777	8,148	7,699	8,535	32,160
営業利益 Operating Income	12,288	12,728	14,207	16,784	56,009	11,294	12,607	13,474	15,147	52,524
営業利益率 Operating Income Margin	29.8%	29.7%	29.9%	31.2%	30.2%	29.3%	30.0%	31.6%	30.3%	30.3%
経常利益 Ordinary Income	12,230	12,762	14,170	16,814	55,978	11,151	12,689	13,451	15,209	52,502
四半期(当期)純利益 Net Income	8,478	8,792	9,757	11,722	38,751	7,795	8,747	9,270	10,546	36,360
総資産 Total Assets	188,748	192,121	196,729	236,509		158,133	164,246	170,678	198,731	
流動資産 Current Assets	147,742	151,058	155,619	192,290		118,354	123,368	129,520	155,298	
固定資産 Non-current Assets	41,006	41,062	41,109	44,218		39,779	40,877	41,158	43,433	
負債 Liabilities	88,595	82,524	77,155	105,083		80,917	78,004	75,684	92,948	
純資産 Net Assets	100,153	109,596	119,573	131,425		77,216	86,242	94,993	105,783	
従業員数 Number of Employees	2,413	2,424	2,459	2,497		2,453	2,423	2,390	2,422	

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)

	2018/5					2017/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウド (SaaS/PaaS/IaaS)	2,723	2,902	3,343	4,234	13,203	1,769	2,164	2,372	2,852	9,159
Cloud (SaaS/PaaS/IaaS)	53.9%	34.1%	40.9%	48.4%	44.2%	83.9%	133.0%	106.5%	83.5%	99.4%
新規ライセンス	7,879	9,409	13,135	16,134	46,557	7,677	10,416	10,710	14,581	43,386
New software license	2.6%	-9.7%	22.6%	10.6%	7.3%	-12.6%	-4.5%	-23.8%	7.4%	-8.3%
アップデート&プロダクト・サポート	21,396	21,629	21,640	22,090	86,757	20,295	20,499	20,813	21,119	82,727
Software License Updates & Product Support	5.4%	5.5%	4.0%	4.6%	4.9%	6.7%	5.8%	5.9%	5.0%	5.8%
クラウドおよびソフトウェア	31,999	33,940	38,119	42,459	146,518	29,742	33,080	33,896	38,553	135,273
Cloud and Software	7.6%	2.6%	12.5%	10.1%	8.3%	3.4%	6.0%	-2.8%	9.4%	4.0%
ハードウェア・システムズ	3,946	3,942	4,649	5,524	18,063	4,155	4,314	4,783	6,297	19,551
Hardware Systems	-5.0%	-8.6%	-2.8%	-12.3%	-7.6%	-10.1%	-9.7%	-11.6%	-15.3%	-12.1%
サービス	5,310	4,996	4,810	5,780	20,898	4,693	4,609	3,963	5,099	18,365
Service	13.2%	8.4%	21.4%	13.4%	13.8%	12.3%	9.1%	-0.5%	-6.7%	2.9%
合計	41,256	42,879	47,579	53,765	185,481	38,591	42,003	42,644	49,950	173,190
Total Revenue	6.9%	2.1%	11.6%	7.6%	7.1%	2.7%	4.4%	-3.6%	3.7%	1.8%

営業利益 / Operating Income

	2018/5					2017/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウドおよびソフトウェア	11,780	12,177	14,322	16,845	55,126	10,855	12,441	13,195	15,149	51,641
Cloud and Software	8.5%	-2.1%	8.5%	11.2%	6.7%	0.2%	8.7%	-3.9%	12.5%	4.4%
ハードウェア・システムズ	174	186	207	264	833	187	215	216	310	930
Hardware Systems	-6.5%	-13.6%	-4.4%	-14.8%	-10.4%	-23.1%	-8.1%	-13.1%	-14.7%	-14.8%
サービス	1,362	1,465	931	1,153	4,912	1,236	1,142	1,037	1,217	4,634
Services	10.2%	28.2%	-10.3%	-5.3%	6.0%	12.1%	26.4%	-4.1%	3.3%	8.6%
共通経費 (全社費用)	-1,028	-1,100	-1,253	-1,479	-4,862	-984	-1,192	-974	-1,530	-4,681
Adjustment	4.5%	-7.7%	28.6%	-3.3%	3.9%	-5.7%	4.0%	-16.2%	21.2%	1.4%
営業利益	12,288	12,728	14,207	16,784	56,009	11,294	12,607	13,474	15,147	52,524
Operating income	8.8%	1.0%	5.4%	10.8%	6.6%	1.4%	10.2%	-3.1%	10.2%	4.6%

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)

	2018/5					2017/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
ロイヤルティ (Royalty)	13,017	13,764	15,394	17,606	59,782	12,206	13,627	13,831	15,706	55,371
ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses)	3,025	2,816	3,709	4,428	13,980	3,027	3,048	3,596	4,888	14,560
人件費 (Human Resources)	7,185	7,459	7,891	8,621	31,158	7,261	7,349	7,321	8,122	30,055
業務委託費(Outsourcing)	3,726	3,639	3,900	3,787	15,054	2,753	3,194	2,411	3,751	12,109
広告宣伝費 (Advertising)	222	356	264	164	1,008	251	275	159	318	1,006
ファシリティ関連 (Facility) *	727	807	926	909	3,371	660	708	684	761	2,814
その他 (Others)	1,062	1,308	1,283	1,462	5,117	1,135	1,192	1,164	1,253	4,746
合計/Total	28,967	30,151	33,371	36,981	129,471	27,297	29,396	29,169	34,802	120,665

* 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.損益計算書要約および業績予想 Summary of Statement of Income (Full Year) and Forecast

決算期 Period	2014/5	2015/5	2016/5	2017/5	2018/5
売上高 Revenues	154,972	161,051	170,203	173,190	185,481
売上原価 Cost of sales	79,838	82,683	87,077	88,504	96,673
売上総利益 Gross profit	75,133	78,368	83,126	84,685	88,808
販管費 Selling, general and administrative expenses	30,818	31,283	32,900	32,160	32,798
営業利益 Operating income	44,315	47,085	50,225	52,524	56,009
営業外収益 Non-operating income	67	202	86	25	31
営業外費用 Non-operating expenses	67	1	39	48	61
経常利益 Ordinary income	44,314	47,286	50,273	52,502	55,978
特別利益 Extraordinary income	54	147	40	169	103
特別損失 Extraordinary loss	177	-	-	-	-
税引前当期純利益 Net income before tax	44,191	47,434	50,313	52,672	56,082
法人税、住民税及び事業税 Income taxes-current	16,676	17,210	16,837	15,921	18,238
法人税等調整額 Income taxes-deferred	342	-22	-93	389	-906
当期純利益 Net income	27,171	30,246	33,568	36,360	38,751

設備投資/減価償却の実績 Capital expenditure and Depreciation

決算期 Period	2014/5	2015/5	2016/5	2017/5	2018/5
設備投資額/Capital expenditure*	1,092	407	699	2,408	1,590
減価償却費/Depreciation	1,238	1,181	1,220	1,383	1,795

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

配当実績 / Dividends

決算期 Period	2014/5	2015/5	2016/5	2017/5	2018/5
期末配当 (円) Year-end Dividends (Yen)	86	95	525	114	121
配当性向 (%) Dividend Payout Ratio (%)	40.2	40.0	199.1	40.0	39.9

* 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 / FY19 Forecast

	(%)	
	High	Low
売上高 / Renewal	5.0	1.0
1株当たり当期純利益 (円) / EPS (Yen)	315.00	305.00

* 予想実効税率 estimation of effective tax rate = 30.9%

6.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	2014/5	2015/5	2016/5	2017/5	2018/5	決算期 Period	2014/5	2015/5	2016/5	2017/5	2018/5
流動資産/Current assets	112,835	148,508	183,519	155,298	192,290	流動負債	59,593	75,012	87,166	92,940	105,075
現金及び預金	41,536	127,194	59,644	43,025	169,326	Current liabilities					
Cash and deposits						買掛金	8,963	10,008	10,514	12,028	13,087
受取手形	-	-	-	-	-	Account payable					
Notes receivable						未払金	3,534	5,568	5,832	5,109	5,521
売掛金	18,770	17,578	19,674	19,629	19,871	Accrued amount payable					
Accounts receivable						未払法人税等	8,609	9,528	9,195	8,274	10,991
有価証券	-	-	-	-	-	Accrued income taxes					
Marketable securities						未払消費税等	*	*	*	*	*
前払費用	72	86	64	241	203	Accrued consumption tax					
Prepaid expenses						前受金	34,118	42,674	56,527	62,594	69,862
繰延税金資産	2,634	2,664	2,758	-	-	Advances by customers					
Differed tax assets						その他/Others	4,367	7,231	5,096	4,932	5,612
未収入金	*	*	*	*	*	固定負債	7	7	7	7	7
Accounts receivable-other						その他	7	7	7	7	7
短期貸付金	48,500	-	100,000	90,300	-	Others					
Short-term loans receivable						負債合計	59,601	75,020	87,174	92,948	105,083
その他	1,324	986	1,380	2,104	2,901	Total liabilities					
Others						資本金	22,506	22,743	23,209	23,755	24,480
貸倒引当金	(2)	(2)	(2)	(2)	(12)	Capital stock					
Allowance for doubtful accounts						資本剰余金	5,857	6,094	6,560	7,106	7,831
固定資産/Fixed assets	41,167	40,338	39,883	43,433	44,218	Capital surplus					
有形固定資産 /Property and equipment	40,411	39,631	39,085	40,089	39,863	利益剰余金	65,053	84,361	105,836	75,258	99,450
土地	26,057	26,057	26,057	26,057	26,057	Retained earnings					
Land						自己株式 Treasury stock	(30)	(295)	(221)	(898)	(599)
建物及び建物付属設備	13,065	12,340	11,724	11,384	10,619	株主資本合計	93,387	112,903	135,386	105,221	131,162
Buildings and accessory equipment						Total shareholders' equity					
建設仮勘定	-	-	143	-	15	その他有価証券評価差額金	-	-	-	-	-
Construction in progress						Unrealized gain on other securities, net of taxes					
器具及び備品	1,288	1,233	1,160	2,648	3,171	新株予約権	1,013	922	841	561	262
Tools, furniture and fixtures						Stock acquisition right					
無形固定資産 /Intangible fixed assets	10	7	5	6	4	純資産合計	94,401	113,826	136,227	105,783	131,425
投資その他の資産	745	700	791	3,337	4,350	Total net assets					
Investments and other assets						負債・純資産合計	154,002	188,847	223,402	198,731	236,509
資産合計	154,002	188,847	223,402	198,731	236,509	Total liabilities and net assets					
Total assets											

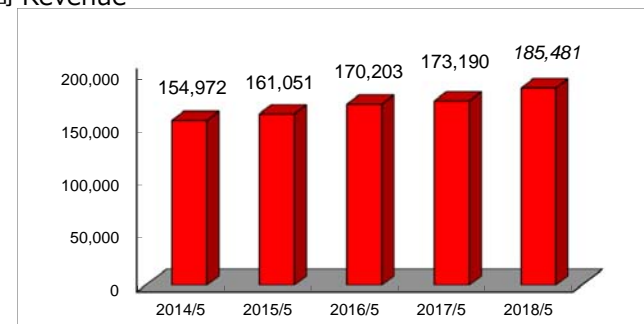
* 2014年5月期より、未収入金および未払消費税等はその他に含まれております。/ From FY14, balance of Accounts receivable-other and Accrued consumption tax are included in others.

* 2017年5月期より、従来、流動資産に含まれていた繰延税金資産は投資その他の資産に含まれております。/From FY17, balance of Deferred tax assets presented previously in current assets is included in Investments and other assets.

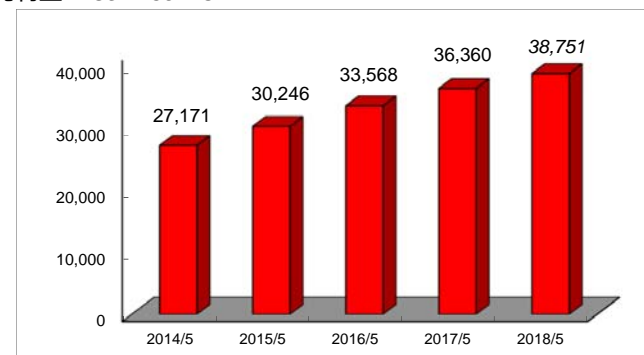
7.会社概要 Corporate Overview

- 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 24,480百万円 (million yen)
- 代表執行役
Representative Executive Officer 金子 忠浩
Tadahiro Kaneko
- 従業員数
Number of Employees 2,497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

- 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



2018年5月31日現在 / as of May 31, 2018

「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、業績見通し等に関しての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(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.**