



## 2019年5月期(FY19)第4四半期 業績補足資料

4th Quarter, Fiscal Year ended May 2019 (FY19) Business Result  
(Supplemental Information and Historical Facts)

2019/6/28

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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。

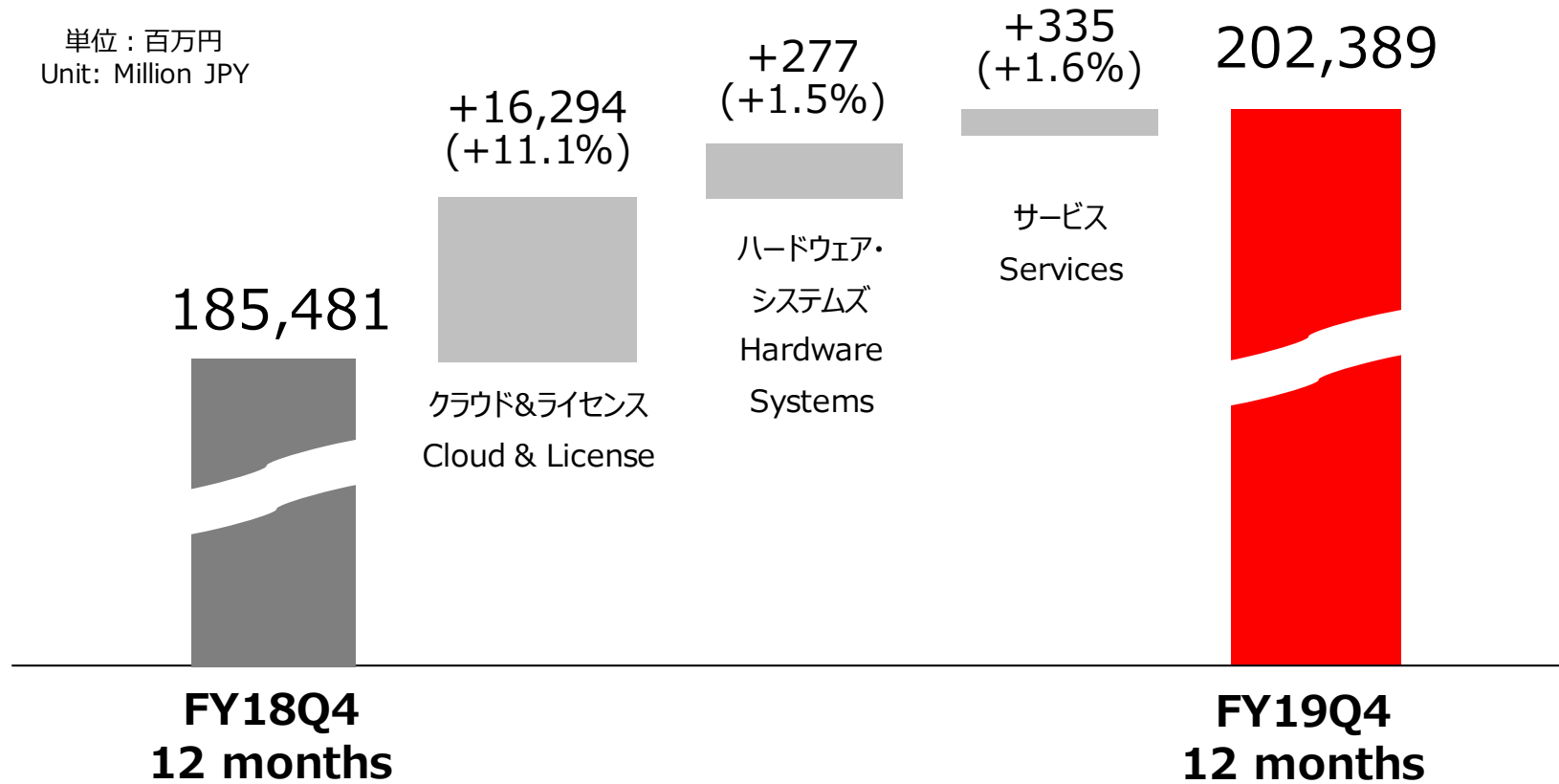
#### (Cautionary Statement)

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

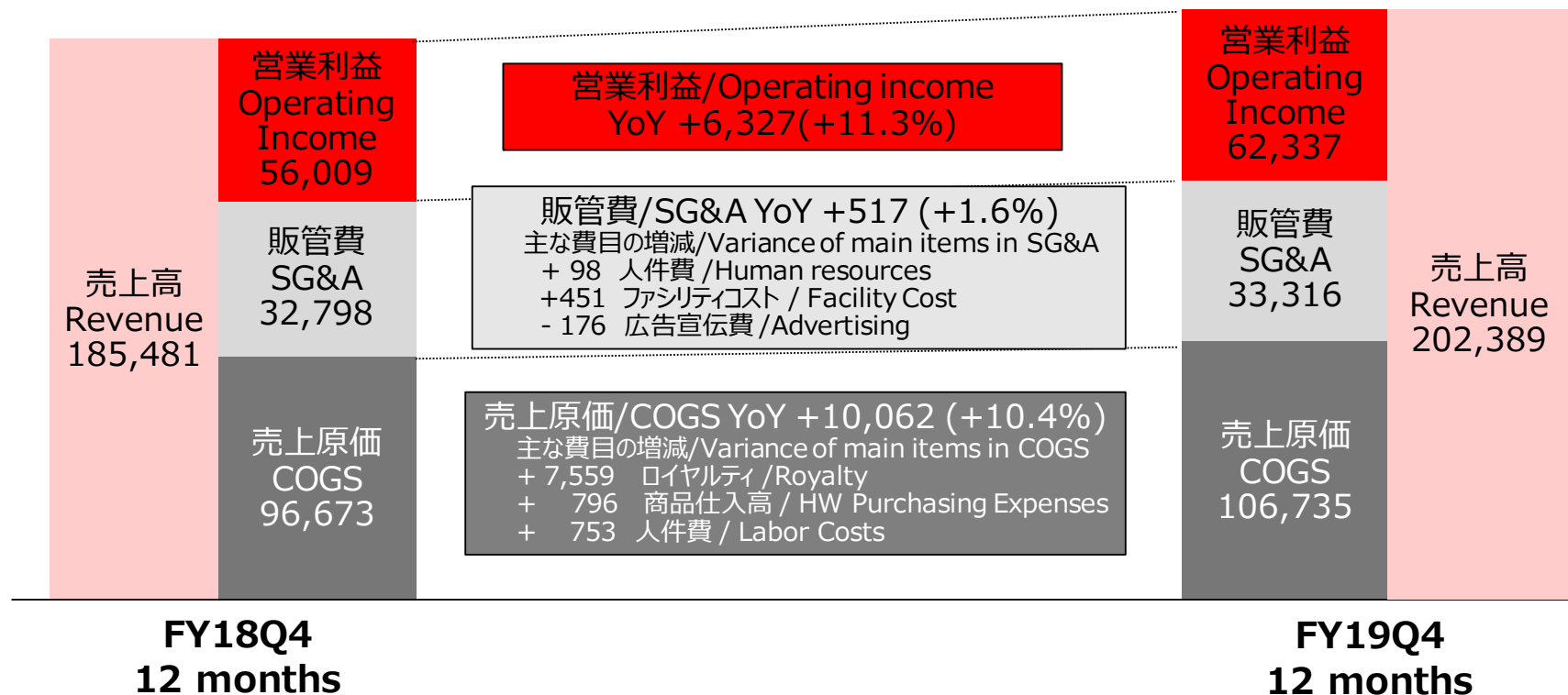
売上高 / Revenue +16,907 (+9.1%)

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)

	2019/5					2018/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
売上高 Total Revenue	45,646	45,607	48,530	62,604	202,389	41,256	42,879	47,579	53,765	185,481
売上原価 Cost of Sales	24,531	23,012	25,987	33,204	106,735	21,668	22,140	25,294	27,570	96,673
売上総利益 Gross Profit	21,115	22,594	22,542	29,400	95,653	19,588	20,739	22,285	26,194	88,808
販管費 Selling, general and administrative expenses	7,559	8,365	7,906	9,484	33,316	7,299	8,011	8,077	9,410	32,798
営業利益 Operating Income	13,555	14,229	14,636	19,916	62,337	12,288	12,728	14,207	16,784	56,009
営業利益率 Operating Income Margin	29.7%	31.2%	30.2%	31.8%	30.8%	29.8%	29.7%	29.9%	31.2%	30.2%
経常利益 Ordinary Income	13,579	14,250	14,601	19,853	62,284	12,230	12,762	14,170	16,814	55,978
四半期(当期)純利益 Net Income	9,401	9,875	10,111	13,973	43,360	8,478	8,792	9,757	11,722	38,751
総資産 Total Assets	222,240	227,242	225,701	<b>269,518</b>		188,748	192,121	196,729	236,509	
流動資産 Current Assets	177,012	181,488	49,711	<b>93,005</b>		147,742	151,058	155,619	192,290	
固定資産 Non-current Assets	45,228	45,753	175,990	<b>176,512</b>		41,006	41,062	41,109	44,218	
負債 Liabilities	95,512	90,257	79,471	<b>109,230</b>		88,595	82,524	77,155	105,083	
純資産 Net Assets	126,728	136,984	146,230	<b>160,288</b>		100,153	109,596	119,573	131,425	
従業員数 Number of Employees	2,486	2,550	2,582	<b>2,622</b>		2,413	2,424	2,459	2,497	

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)

	2019/5					2018/5				
	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	9,561 21.4%	8,781 -6.7%	10,557 -19.6%	23,845 47.8%	52,747 13.3%	7,879 2.6%	9,409 -9.7%	13,135 22.6%	16,134 10.6%	46,557 7.3%
クラウドサービス&ライセンスサポート Cloud Services & License Supports	26,651 10.5%	27,680 12.8%	27,547 10.3%	28,186 7.1%	110,066 10.1%	24,120 -	24,531 -	24,983 -	26,325 -	99,960 -
クラウド&ライセンス Cloud & License	36,212 13.2%	36,462 7.4%	38,105 0.0%	52,032 22.5%	162,813 11.1%	31,999 7.6%	33,940 2.6%	38,119 12.5%	42,459 10.1%	146,518 8.3%
ハードウェア・システムズ Hardware Systems	4,145 5.0%	3,939 -0.1%	4,891 5.2%	5,364 -2.9%	18,340 1.5%	3,946 -5.0%	3,942 -8.6%	4,649 -2.8%	5,524 -12.3%	18,063 -7.6%
サービス Service	5,288 -0.4%	5,205 4.2%	5,533 15.0%	5,207 -9.9%	21,234 1.6%	5,310 13.2%	4,996 8.4%	4,810 21.4%	5,780 13.4%	20,898 13.8%
合計 Total Revenue	45,646 10.6%	45,607 6.4%	48,530 2.0%	62,604 16.4%	202,389 9.1%	41,256 6.9%	42,879 2.1%	47,579 11.6%	53,765 7.6%	185,481 7.1%

営業利益 / Operating Income

	2019/5					2018/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウド&ライセンス Cloud & License	12,921 9.7%	14,027 15.2%	14,141 -1.3%	20,826 23.6%	61,917 12.3%	11,780 8.5%	12,177 -2.1%	14,322 8.5%	16,845 11.2%	55,126 6.7%
ハードウェア・システムズ Hardware Systems	173 -0.9%	197 6.2%	198 -4.1%	252 -4.8%	822 -1.3%	174 -6.5%	186 -13.6%	207 -4.4%	264 -14.8%	833 -10.4%
サービス Services	1,393 2.3%	1,151 -21.4%	1,219 31.0%	178 -84.5%	3,943 -19.7%	1,362 10.2%	1,465 28.2%	931 -10.3%	1,153 -5.3%	4,912 6.0%
共通経費 (全社費用) Adjustment	-932 -9.3%	-1,147 4.3%	-923 -26.3%	-1,340 -9.4%	-4,345 -10.6%	-1,028 4.5%	-1,100 -7.7%	-1,253 28.6%	-1,479 -3.3%	-4,862 3.9%
営業利益 Operating income	13,555 10.3%	14,229 11.8%	14,636 3.0%	19,916 18.7%	62,337 11.3%	12,288 8.8%	12,728 1.0%	14,207 5.4%	16,784 10.8%	56,009 6.6%

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 )

	2019/5					2018/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
ロイヤルティ (Royalty)	14,629	14,733	15,806	22,171	67,341	13,017	13,764	15,394	17,606	59,782
ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses)	3,364	3,059	3,953	4,399	14,776	3,025	2,816	3,709	4,428	13,980
人件費 (Human Resources)	7,293	7,648	7,812	9,255	32,010	7,185	7,459	7,891	8,621	31,158
業務委託費(Outsourcing)	4,362	3,329	3,859	4,240	15,791	3,726	3,639	3,900	3,787	15,054
広告宣伝費 (Advertising)	108	333	164	225	831	222	356	264	164	1,008
ファシリティ関連 (Facility) *	944	955	1,044	1,014	3,959	727	807	926	909	3,371
その他 (Others)	1,387	1,317	1,253	1,381	5,340	1,062	1,308	1,283	1,462	5,117
合計/Total	32,091	31,378	33,893	42,688	140,051	28,967	30,151	33,371	36,981	129,471

\* 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	2015/5	2016/5	2017/5	2018/5	2019/5
売上高 Revenues	161,051	170,203	173,190	185,481	<b>202,389</b>
売上原価 Cost of sales	82,683	87,077	88,504	96,673	<b>106,735</b>
売上総利益 Gross profit	78,368	83,126	84,685	88,808	<b>95,653</b>
販管費 Selling, general and administrative expenses	31,283	32,900	32,160	32,798	<b>33,316</b>
営業利益 Operating income	47,085	50,225	52,524	56,009	<b>62,337</b>
営業外収益 Non-operating income	202	86	25	31	<b>43</b>
営業外費用 Non-operating expenses	1	39	48	61	<b>96</b>
経常利益 Ordinary income	47,286	50,273	52,502	55,978	<b>62,284</b>
特別利益 Extraordinary income	147	40	169	103	<b>20</b>
特別損失 Extraordinary loss	-	-	-	-	-
税引前当期純利益 Net income before tax	47,434	50,313	52,672	56,082	<b>62,305</b>
法人税、住民税及び事業税 Income taxes-current	17,210	16,837	15,921	18,238	<b>18,942</b>
法人税等調整額 Income taxes-deferred	-22	-93	389	-906	<b>2</b>
当期純利益 Net income	30,246	33,568	36,360	38,751	<b>43,360</b>

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

決算期 Period	2015/5	2016/5	2017/5	2018/5	2019/5
設備投資額/Capital expenditure*	407	699	2,408	1,590	<b>3,094</b>
減価償却費/Depreciation	1,181	1,220	1,383	1,795	<b>2,002</b>

\* 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	2015/5	2016/5	2017/5	2018/5	2019/5
期末配当 (円) Year-end Dividends (Yen)	95	525	114	121	<b>136</b>
配当性向 (%) Dividend Payout Ratio (%)	40.0	199.1	40.0	39.9	<b>40.1</b>

\* 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%

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	2015/5	2016/5	2017/5	2018/5	2019/5	決算期	Period	2015/5	2016/5	2017/5	2018/5	2019/5
流動資産		148,508	183,519	155,298	192,290	93,005	流動負債		75,012	87,166	92,940	105,075	109,222
Current assets							Current liabilities						
現金及び預金		127,194	59,644	43,025	169,326	65,505	買掛金		10,008	10,514	12,028	13,087	15,910
Cash and deposits							Account payable						
受取手形		-	-	-	-	-	未払金		5,568	5,832	5,109	5,521	5,313
Notes receivable							Accrued amount payable						
売掛金		17,578	19,674	19,629	19,871	20,283	未払法人税等		9,528	9,195	8,274	10,991	10,969
Accounts receivable							Accrued income taxes						
前払費用		86	64	241	203	208	未払消費税等		*	*	*	*	*
Prepaid expenses							Accrued consumption tax						
繰延税金資産		2,664	2,758	-	-	-	前受金		42,674	56,527	62,594	69,862	70,772
Differed tax assets							Advances by customers						
未収入金		*	*	*	*	*	その他		7,231	5,096	4,932	5,612	6,256
Accounts receivable-other							Others						
短期貸付金		-	100,000	90,300	-	-	固定負債		7	7	7	7	7
Short-term loans receivable							Fixed Liabilities						
その他		986	1,380	2,104	2,901	7,020	その他		7	7	7	7	7
Others							Others						
貸倒引当金		(2)	(2)	(2)	(12)	(12)	負債合計		75,020	87,174	92,948	105,083	109,230
Allowance for doubtful accounts							Total liabilities						
固定資産 / Fixed assets		40,338	39,883	43,433	44,218	176,512	資本金		22,743	23,209	23,755	24,480	24,679
有形固定資産 / Property and equipmen		39,631	39,085	40,089	39,863	40,889	Capital stock						
土地		26,057	26,057	26,057	26,057	26,057	資本剰余金		6,094	6,560	7,106	7,831	8,030
Land							Capital surplus						
建物及び建物付属設備		12,340	11,724	11,384	10,619	11,088	利益剰余金		84,361	105,836	75,258	99,450	128,580
Buildings and accessory equipment							Retained earnings						
建設仮勘定		-	143	-	15	-	自己株式		(295)	(221)	(898)	(599)	(1,211)
Construction in progress							Treasury stock						
器具及び備品		1,233	1,160	2,648	3,171	3,743	株主資本合計		112,903	135,386	105,221	131,162	160,078
Tools, furniture and fixtures							Total shareholders' equity						
無形固定資産 / Intangible fixed assets		7	5	6	4	2	その他有価証券評価差額金		-	-	-	-	-
投資その他の資産		700	791	3,337	4,350	135,620	Unrealized gain on other securities, net of taxes						
Investments and other assets							新株予約権		922	841	561	262	209
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		113,826	136,227	105,783	131,425	160,288
その他		700	791	3,337	4,350	5,620	Total net assets						
Others							負債・純資産合計		188,847	223,402	198,731	236,509	269,518
資産合計		188,847	223,402	198,731	236,509	269,518	Total liabilities and net assets						
Total assets													

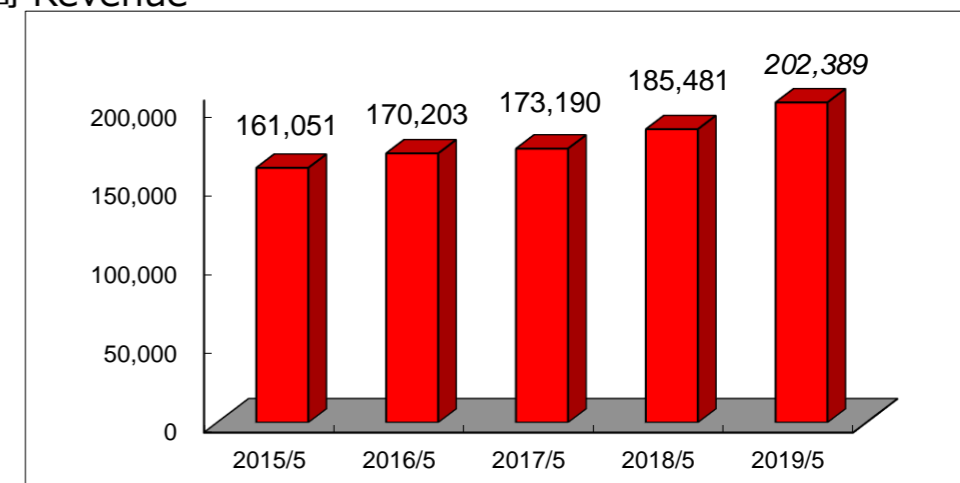
\* 第1～第3四半期末における「\*」の科目の残高は「その他」に含まれております / Balance of \* in Q1,Q2 and Q3 are included in others.

\* 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.

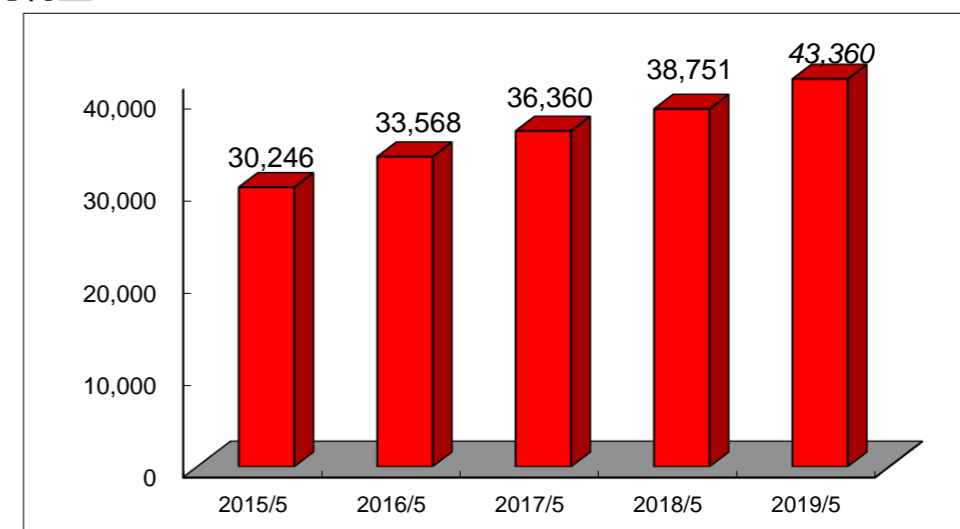
## 7.会社概要 Corporate Overview

- 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 24,679百万円 (million yen)
- 代表執行役  
Representative Executive Officer 金子 忠浩  
Tadahiro Kaneko
- 従業員数  
Number of Employees 2,622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



2019年5月31日現在 / as of May 31, 2019

#### 「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.**