

# 2022年3月期通期決算ファクトブック

Factbook for the Fiscal Year Ended March 31, 2022

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## 1. 連結決算概況 Consolidated Financial Results

(1) 連結決算ハイライト Consolidated Financial Hihglights

(百万円/million of yen)

	19/3期/FYE2019	20/3期/	20/3期/FYE2020		21/3期/FYE2021		22/3期/FYE2022	
	通期/Full year			通期/Full year		通期/Full year		
	,,		前期比		前期比		前期比	
			YoY		YoY		YoY	
売上高	10,819	13,122	+21.3%	14,836	+13.1%	15,589	+5.1%	
Net sales	10,013	10,122	1 21.0 /0	1 7,000	1 13.170	13,303	1 3.1 70	
売上原価	7,194	8,746	+21.6%	10,539	+20.5%	10,744	+1.9%	
Cost of sales	7,134	0,7 +0	121.070	10,333	1 20.370	10,744	11.570	
売上原価率	66.5%	66.7%	_	71.0%	_	68.9%	_	
Cost of sales ratio	00.070	001170		71.070		00.070		
売上総利益	3,624	4,376	+20.7%	4,297	△1.8%	4,844	+12.7%	
Gross profit	0,021	1,070	1 2011 70	1,237	21.070	1,011	1 12.170	
販売費及び一般管理費	2,280	2,783	+22.1%	2,859	+2.7%	3,223	+12.7%	
Selling, general and administrative expenses	2,200	2,700	122.170	2,000	12.170	0,220	1 12.170	
営業利益	1,344	1,592	+18.4%	1,437	△9.7%	1,621	+12.8%	
Operating profit	1,544	1,552	+10.470	1,437	△3.770	1,021	+12.070	
減価償却費	79	84	+6.9%	92	+9.2%	118	+28.2%	
Depreciation	13	04	+0.570	JL	+3.270	110	+20.270	
のれん償却費						65		
Amortization of goodwill						0.5	_	
株式報酬費用						36		
Share-based remuneration expenses	_	-	-	-	-	30	-	
Non-GAAP営業利益	1,424	1,677	+17.8%	1,530	△8.8%	1,841	+20.4%	
Non-GAAP operating profit	1,424	1,077	+17.070	1,550	∠0.0%	1,041	+20.470	
営業外収益	2	1	△28.2%	5	+229.7%	1	△72.6%	
Non-operating income	2	1	△∠0.∠ /0	3	+223.170	1	△12.070	
営業外費用	10	9	△11.8%	3	△66.8%	3	+1.1%	
Non-operating expenses	10	9	△11.070	7	△00.0%	5	T1.170	
経常利益	1,336	1,585	+18.6%	1,439	△9.2%	1,619	+12.5%	
Ordinary profit	1,550	1,565	+10.0%	1,455	∠3.270	1,019	T12.570	
特別利益		17		90	+409.4%	61	△31.7%	
Extraordinary income		17	_	30	T+UJ.4/0	01	△31.1 /0	
特別損失	1	35		91	+156.8%	125	+37.3%	
Extraordinary losses	1	33		71	1 130.070	123	1 31.370	
税金等調整前当期純利益	1,335	1,567	+17.4%	1,438	△8.2%	1,556	+8.1%	
Profit before income taxes	1,339	1,507	T11.4/0	1,430	△0.2 /0	1,550	+0.1 /0	
親会社株主に帰属する当期純利益	938	1,084	+15.5%	1,009	△6.9%	962	△4.6%	
Profit attributable to owners of parent	938	1,004	+10.0%	1,009	∠0.9%	902	△4.0%	
1株当たり当期純利益(円)								
Earnings per share (yen)	113.76	115.08	+1.2%	106.74	△7.2%	102.12	△4.3%	
連結技術者数								
) Pumber of technicians and engineers on	1,591	1,984	+24.7%	2,020	+1.8%	2,201	+9.0%	
consolidated basis	1,391	1,504	± <b>∠4.</b> 1 /0	2,020	71.0/0	2,201	T 3.U /0	
oonsonaatea basis								

<sup>(</sup>注) 1株当たり当期純利益は2021年4月1目付で実施した1対2の株式分割に伴う影響を加味して遡及修正をしています。

Note: Earnings per share have been retroactively adjusted to take into account the effect of the 1-for-2 stock split implemented on April 1, 2021.

				22/3期/	FYE2022			
	1	Q	20	2Q 3Q			4Q	
		前期比		前期比		前期比		前期比
		YoY		YoY		YoY		YoY
売上高	3,555	△1.4%	3,846	+5.0%	4,038	+6.3%	4,148	+10.1%
Net sales 売上原価			·				·	
元上原個 Cost of sales	2,491	△5.8%	2,676	+2.5%	2,741	+3.1%	2,834	+8.0%
売上原価率								
Cost of sales ratio	70.1%	-	69.6%	-	67.9%	-	68.3%	-
売上総利益								
Gross profit	1,063	+10.7%	1,170	+11.0%	1,296	+14.0%	1,314	+14.8%
販売費及び一般管理費	700	. 2.00/	015	. 10 10/	007	. 10.00/	014	. 00 50/
Selling, general and administrative expenses 営業利益	786	+3.0%	815	+13.1%	807	+13.6%	814	+22.5%
Operating profit	277	+40.0%	354	+6.4%	488	+14.7%	500	+4.2%
減価償却費								
Depreciation	28	+36.0%	31	+29.8%	29	+23.2%	30	+24.9%
のれん償却費					0.7		0.0	
Amortization of goodwill	-	-	9	-	27	-	28	-
株式報酬費用	5		15		15		0	
Share-based remuneration expenses	3	-	15	-	13	_	U	
Non-GAAP営業利益	311	+42.1%	410	+14.9%	561	+24.8%	558	+10.9%
Non-GAAP operating profit	011						000	
連結技術者数								
Number of technicians and engineers on	1,957	△4.3%	2,086	+4.2%	2,203	+7.3%	2,201	+9.0%
consolidated basis								
				21/3期/	FYE2021			
	1	0	20	<u>)</u>	3	0	40	
		前期比		-	_			
		門がりたし		刖期比		刖期比		前期比
		YoY		前期比 YoY		前期比 YoY		前期比 YoY
売上高	3 606	YoY	3 66/	YoY	3 796	YoY	3 768	YoY
Net sales	3,606		3,664		3,796		3,768	YoY
Net sales 売上原価		YoY +19.3%	ŕ	YoY +16.4%		YoY +12.5%		YoY +5.4%
Net sales 売上原価 Cost of sales	3,606 2,645	YoY	3,664 2,610	YoY		YoY	3,768 2,623	YoY +5.4%
Net sales 売上原価 Cost of sales 売上原価率		YoY +19.3%	2,610	YoY +16.4%		YoY +12.5%		YoY +5.4%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio	2,645	YoY +19.3%	ŕ	YoY +16.4%	2,659	YoY +12.5%	2,623	YoY +5.4%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益	2,645	YoY +19.3%	2,610	YoY +16.4%	2,659	YoY +12.5%	2,623	+5.4% +10.1%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit	2,645	YoY +19.3% +31.0%	2,610	YoY +16.4% +23.9%	2,659	YoY +12.5% +18.8%	2,623	+5.4% +10.1%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費	2,645	YoY +19.3% +31.0%	2,610	YoY +16.4% +23.9%	2,659 70.0% 1,137	YoY +12.5% +18.8%	2,623	YoY +5.4% +10.1% 
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費 Selling, general and administrative expenses	2,645 73.4% 961	YoY +19.3% +31.0% - △4.3% +8.1%	2,610 71.2% 1,054 720	YoY +16.4% +23.9% - +1.1% +7.5%	2,659 70.0% 1,137 711	YoY +12.5% +18.8% - △0.1%	2,623 69.6% 1,144	YoY +5.4% +10.1% 
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費 Selling, general and administrative expenses 営業利益	2,645 73.4% 961	YoY +19.3% +31.0% - △4.3%	2,610 71.2% 1,054	YoY +16.4% +23.9% - +1.1%	2,659 70.0% 1,137 711	YoY +12.5% +18.8% - △0.1%	2,623 69.6% 1,144	YoY +5.4% +10.1% - - - △3.9% △9.3%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費 Selling, general and administrative expenses 営業利益 Operating profit	2,645 73.4% 961 762 198	YoY +19.3% +31.0% - △4.3% +8.1% △33.6%	2,610 71.2% 1,054 720 333	YoY +16.4% +23.9% - +1.1% +7.5% △10.3%	2,659 70.0% 1,137 711 426	YoY +12.5% +18.8% - △0.1% +5.5% △8.2%	2,623 69.6% 1,144 665 479	YoY +5.4% +10.1% - △3.9% △9.3% +4.7%
Net sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費 Selling, general and administrative expenses 営業利益 Operating profit 減価償却費	2,645 73.4% 961 762	YoY +19.3% +31.0% - △4.3% +8.1%	2,610 71.2% 1,054 720	YoY +16.4% +23.9% - +1.1% +7.5%	2,659 70.0% 1,137 711 426	YoY +12.5% +18.8% - △0.1% +5.5%	2,623 69.6% 1,144 665	YoY +5.4% +10.1% - △3.9% △9.3%
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Ret sales 売上原価 Cost of sales 売上原価率 Cost of sales ratio 売上総利益 Gross profit 販売費及び一般管理費 Selling, general and administrative expenses 営業利益 Operating profit 減価償却費 Depreciation のれん償却費 Amortization of goodwill 株式報酬費用 Share-based remuneration expenses	2,645 73.4% 961 762 198	YoY +19.3% +31.0% - △4.3% +8.1% △33.6%	2,610 71.2% 1,054 720 333	YoY +16.4% +23.9% - +1.1% +7.5% △10.3%	2,659 70.0% 1,137 711 426	YoY +12.5% +18.8% - △0.1% +5.5% △8.2%	2,623 69.6% 1,144 665 479	YoY +5.4% +10.1% 
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	22/3期/	FYE2022	23/3期/FYE2023			
	上期/1H	通期/Full year	上期(予想/Fo	I/1H precast) 前期比 YoY	通期/Fi (予想/Fi	
売上高 Net sales	7,402	15,589	8,144	+10.0%	17,854	+14.5%
売上原価						
Cost of sales	5,168	10,744	5,662	+9.6%	12,354	+15.0%
売上原価率 Cost of sales ratio	69.8%	68.9%	69.5%	△0.3pt	69.2%	+27.3%
売上総利益 Gross profit	2,233	4,844	2,482	+11.1%	5,500	+13.5%
販売費及び一般管理費 Selling, general and administrative expenses	1,601	3,223	2,193	+37.0%	4,476	+38.9%
営業利益 Operating profit	632	1,621	289	△54.3%	1,024	△36.8%
減価償却費 Depreciation	59	118				
のれん償却 Amortization of goodwill	9	65				
株式報酬費用 Share-based remuneration expenses	20	36				
Non-GAAP営業利益 Non-GAAP operating profit	721	1,841	427	△40.8%	1,334	△27.6%
営業外収益 Non-operating income	0	1				
営業外費用 Non-operating expenses	2	3				
経常利益 Ordinary profit	630	1,619	290	△54.0%	1,024	△36.8%
特別利益 Extraordinary income	1	61				
特別損失 Extraordinary losses	50	125				
税金等調整前当期純利益 Profit before income taxes	582	1,556				
親会社株主に帰属する当期純利益 Profit attributable to owners of parent	328	962	158	△51.9%	604	△37.3%
1株当たり当期純利益(円) Earnings per share(yen)	34.38	102.12	17.02	△50.5%	65.05	△36.3%
連結技術者数 Number of technicians and engineers on consolidated basis	2,086	2,201			3,024	+37.4%

## (4) 連結貸借対照表 Consolidated Balance Sheets

		19/3期/FYE2019	20/3期/	FYE2020	21/3期/	YE2021	22/	/3期/FYE20	)22
		4Q	4	Q	4Q			4Q	
				前期末差		前期末差		前期末差	前期末比
				Inc./dec.		Inc./dec.		Inc./dec.	YoY
	百合計 al assets	7,474	8,030	+555	8,514	+483	8,841	+326	+3.8%
H	流動資産								
1 1	Current assets	6,486	6,897	+411	7,407	+509	6,748	△659	△8.9%
	現預金 Cash and deposits	4,761	4,831	+70	5,320	+488	4,058	△1,262	△23.7%
	売上債権 Accounts receivable - trade	1,526	1,856	+330	1,880	+23	2,226	+346	+18.4%
	その他 Others	199	210	+10	207	△2	463	+256	+123.7%
	貸倒引当金 Allowance for doubtful accounts	△0	△0	△0	△0	+0	△0	△0	+9.3%
	固定資産								
1 1	Non-current assets	988	1,132	+144	1,106	△26	2,092	+986	+89.1%
	有形固定資産 Property, plant and equipment	388	371	△16	357	△14	407	+49	+14.0%
	無形固定資産 Intangible assets	75	113	+37	160	+47	998	+838	+521.5%
	のれん						700	700	
	Goodwill						780	+780	-
	その他				100		010		. 25 70/
	Others				160	-	218	+57	+35.7%
	投資その他の資産計	524	647	+123	588	△59	686	+98	+16.7%
	Investments and other assets	524	047	+123	300	△59	000	+90	+10.7%
負債	<b>통</b> 合計	2,781	2,542	△239	2,241	△300	2,266	+24	+1.1%
Ι.	al liabilities	2,701	2,542	△233	2,241	∠300	2,200	+24	+1.170
	流動負債	2,104	2,379	+274	2,162	△216	2,165	+2	+0.1%
	Current liabilities						2,200		
	有利子負債 Interest-bearing liabilities	269	186	△83	84	△101	2	△81	△96.7%
	その他 Others	1,835	2,193	+358	2,078	△114	2,162	+84	+4.1%
	固定負債 Non-current liabilities	676	162	△514	78	△83	100	+21	+27.4%
	有利子負債 Interest-bearing liabilities	599	86	△513	4	△81	1	△3	△69.1%
	その他								
	Others	77	76	+0	74	△2	99	+24	+33.2%
純資 Net	夏産 assets	4,692	5,487	+795	6,272	+784	6,575	+302	+4.8%
	自己資本	4,692	5,487	+795	6,272	+784	6,538	+266	+4.3%
	Shareholders' equity								
	その他 Others				0	_	36	+35	-

## (5) 子会社別業績 Financial Results by Subsidiary

## ①株式会社コプロ・エンジニアード COPRO-ENGINEERED. Co., Ltd.

(百万円/million of yen)

	19/3期/FYE2019	20/3期/FYE2020		21/3期/FYE2021		22/3期/FYE2022	
	通期/Full year	通期/Full year		通期/Full year		通期/Fι	ıll year
			前期比		前期比		前期比
			YoY		YoY		YoY
売上高	10.819	13,122	+21.3%	14.836	+13.1%	14,831	△0.0%
Net sales	10,019	13,122	+21.570	14,030	+13.170	14,031	△0.0%
売上原価	7 104	0.746	. 21 60/	10 520	+20.5%	10.181	△3.4%
Cost of sales	7,194	8,746	+21.6%	10,539	+20.5%	10,181	△3.4%
売上原価率	CC F0/	CC 70/	. 0 0 - 1	71.00/	. 4 4 - 1	CO 70/	A 0. 4 - 1
Cost of sales ratio	66.5%	66.7%	+0.2pt	71.0%	+4.4pt	68.7%	△2.4pt
売上総利益	2.025	4.070	. 20. 70/	4 207	A 1 00/	4.040	. 0. 00/
Gross profit	3,625	4,376	+20.7%	4,297	△1.8%	4,649	+8.2%
販売費及び一般管理費	2.500	2.150	. 00 00/	2 250	. C 40/	2 270	A O 10/
Selling, general and administrative expenses	2,500	3,150	+26.0%	3,350	+6.4%	3,279	△2.1%
営業利益	1 104	1 000	. 0. 00/	0.4.0	A 22 00/	1 200	. 44 70/
Operating profit	1,124	1,226	+9.0%	946	△22.8%	1,369	+44.7%

#### ②株式会社アトモス ATMOS CO., LTD.

	19/3期/FYE2019	20/3期/FYE2020	21/3期/FYE2021	22/3期/FYE2022
	通期/Full year	通期/Full year	通期/Full year	通期/Full year
		前期比	前期比	前期比
		YoY	YoY	YoY
売上高				662
Net sales				002
売上原価				550 -
Cost of sales				550 -
売上原価率				83.0%
Cost of sales ratio				03.070
売上総利益				112 -
Gross profit				- 112
販売費及び一般管理費				102 -
Selling, general and administrative expenses				102
営業利益				9 -
Operating profit				9 -

#### ③バリューアークコンサルティング株式会社 VALUE ARK CONSULTING CO., LTD.

	19/3期/FYE2019	20/3期/FYE2020	21/3期/FYE2021	22/3期/FYE2022
	通期/Full year	通期/Full year	通期/Full year	通期/Full year
		前期比	前期比	前期比
		YoY	YoY	YoY
売上高				95 -
Net sales				95 -
売上原価				14 -
Cost of sales				14 -
売上原価率				15.5% -
Cost of sales ratio				15.5%
売上総利益				80 -
Gross profit				- 00
販売費及び一般管理費				30 -
Selling, general and administrative expenses				50 -
営業利益				49 -
Operating profit				49 -

<sup>(</sup>注) アトモスおよびバリューアークコンサルティングは22/3期中の新規連結のため、10ヵ月および6ヵ月分を計上しています。

Note:ATMOS and VALUE ARK CONSULTING were newly consolidated during the FYE2022. Therefore, 10-month and 6-month amounts are included.

## 2. 主要子会社の状況 Business Performance by Subsidiary

### 建設・プラント技術者派遣 Dispatching Business of Construction and Plant Technicians

(1) 技術社員の状況 Technician Data

①採用人数·退職人数 Recruitment / Turnover

	20/3期/FYE2020	21/3期/	21/3期/FYE2021		FYE2022		FYE2023
			前期差	前期差		(予想/Fo	orecast) 前期差
			Inc./dec.		Inc./dec.		Inc./dec.
採用人数計 / Hired total	1,063	865	△198	834	△31	1,501	+667
新卒・第二新卒	56	89	+33	56	△33		
New graduates and second new graduates	221	100	A 20	174	^ 10		
1Q中途採用 / Mid-carrier: 1Q	231	192	△39	174	△18		
2Q中途採用 / Mid-carrier: 2Q	240	181	△59	208	+27		
3Q中途採用 / Mid-carrier: 3Q	257	231	△26	213	△18		
4Q中途採用 / Mid-carrier: 4Q	279	172	△107	183	+11		
退職人数計 / Turnover total	682	829	+147	859	+30	885	+26
無期雇用社員 / Permanent employees	52	68	+16	94	+26		
有期雇用社員 / Fixed-term employees	630	761	+131	765	+4		
1Q退職 / Turnover: 1Q	171	221	+50	293	+72		
2Q退職 / Turnover: 2Q	161	223	+62	187	△36		
3Q退職 / Turnover: 3Q	149	179	+30	181	+2		
4Q退職 / Turnover: 4Q	201	206	+5	198	△8		
純増減 / Net change	+381	+36	△345	△25	△61	+616	+641
M&A等による増加 / Increase due to M&A, etc.						+122	-
期末在籍人数計 / Nomber of technicians	1,984	2,020	+36	1,995	△25	2,733	+738

#### ②定着率・契約継続率 Retention Rate & Contract Renewal

0.12.1 1444									
	20/3期/FYE2020	21/3期/	FYE2021	22/3期/	FYE2022				
	通期/Full year	通期/F	ull year	通期/Fi	ull year				
		前期差			前期差				
			Inc./dec.		Inc./dec.				
技術社員計 定着率(LTM)	73.9%	69.1%	△4.8pt	69.4%	+0.3pt				
Total retention rate of technician (LTM)	13.9%	09.1%	∠4.opt	09.4%	+0.501				
無期雇用技術社員 定着率(LTM)	81.7%	85.2%	. 2 En+	80.7%	^ / En+				
Permanent employees (LTM)	01.170	03.2%	+3.5pt	00.7%	△4.5pt				
有期雇用技術社員 定着率(LTM)	70.40/	CC 70/	^ F 7 .	CC 40/	^ 0 2 .				
Fixed-term employees(LTM)	72.4%	66.7%	△5.7pt	66.4%	△0.3pt				
ターゲット企業配属率		00.00/		07.40/	. 1.0.1				
Target company assignment rate		82.8%	-	87.4%	+4.6pt				
契約継続率		67.3%		75.9%	+8.6pt				
Contract renewal rate		07.5%	_	15.9%	+0.001				

<sup>(</sup>注) 1.定着率(LTM):1年前の四半期末に在籍していた技術社員の内、1年後の当該四半期末に在籍している人数の割合

2.ターゲット企業配属率: 当社が設定するターゲット顧客企業に配属している人数割合

3.契約継続率:当該期間に契約満了を迎える派遣契約件数の内、同一派遣先にて契約延長できた件数割合

Notes: 1.Retention rate(LTM): the percentage of technicians who were employed at the end of the quarter 1 year ago and who were employed at the end of the quarter 1 year later.

2. Target company assignment rate: percentage of technicians assigned to target client companies set by the company.

3.Contract renewal rate : the number of contracts renewed or extended in a given term divided by the number of contract expirations in that same period.

# (2) エリア別売上高・業種別売上高 Sales by Area and Industry

(百万円/million of yen)

	20/3期/FYE2020	21/3期/FYE2021		22/3期/1	FYE2022
	通期/Full year	通期/Fi		通期/Fi	
		前期比			前期比
			YoY		YoY
売上高 / Net sales	13,122	14,836	+13.1%	14,831	△0.0%
北海道 / Hokkaido	659	712	+8.0%	640	△10.2%
東北 / Tohoku	877	1,075	+22.6%	1,142	+6.2%
関東 / Kanto	5,483	5,665	+3.3%	5,552	△2.0%
北陸 / Hokuriku	309	371	+19.9%	401	+8.2%
東海 / Tokai	2,128	2,607	+22.5%	2,728	+4.6%
関西 / Kansai	1,854	2,175	+17.3%	2,111	△2.9%
中国・四国 / Chugoku and Shikoku	843	1,083	+28.4%	918	△15.2%
九州 / Kyushu	966	1,144	+18.4%	1,336	+16.8%
建築 / Construction	4,188	4,496	+7.4%	4,771	+6.1%
土木 / Civil engineering	2,287	2,745	+20.0%	2,600	△5.3%
設備 / Facilities	3,263	3,698	+13.3%	3,462	△6.4%
CAD	1,135	1,208	+6.5%	1,232	+2.0%
プラント / Plant	1,883	2,202	+16.9%	2,169	△1.5%
その他 / Others	364	485	+33.1%	594	+22.3%
建設事務 / Construction administration				525	-
人材紹介 / Staffing agency				68	-

#### (3) 派遣契約の状況 Status of Dispatch Contract

(千円/thousand yen)

(J) 州恒大小小 Status	(15) /// (千円/thousand yen)									
	20/3期/FYE2020	21/3期/	FYE2021	22/3期/	YE2022					
	4Q	4Q		4	Q					
			前期差		前期差					
			Inc./dec.		Inc./dec.					
契約継続率		67.3%	_	75.9%	+8.6pt					
Contract renewal ratio		07.570	_	75.570	+ο.υρι					
経験年数別契約単価(期末)										
Contract unit price by years of experience	542	546	+3	560	+13					
(end of period)										
1年目 / 1st year	446	444	△2	444	+0					
2年目 / 2nd year	452	469	+17	464	△5					
3~5年目 / 3rd-5th year	500	498	△1	507	+9					
6~10年目 / 6th-10th year	548	550	+1	582	+31					
11年目以上/ 11th year o more	622	628	+6	646	+17					
売上PH (期中平均) Sales per head(average for the period)	629	630	+1	643	+12					

<sup>(</sup>注) 1.2021/3期より経験年数別契約単価の定義を変更し、公表しております。

<sup>2.</sup> 売上PH:派遣技術社員1人当たりの月次平均売上単価を記載しております。

Notes: 1. The definition of unit price per contract by years of experience has been changed and published from FYE2021.

<sup>2.</sup> Sales PH: Average monthly sales per technician.

#### 機械設計開発技術者派遣・請負

#### Dispatching and Contracting Business of Machinery Design and Development Engineers

(1) 技術社員の状況 Engineer Data

①採用人数·退職人数 Recruitment / Turnover

	21/3期/FYE2021		22/3期/FYE2022		23/3期/FYE2023 (予想/Forecast)	
		前期差		前期差		前期差
		Inc./dec.		Inc./dec.		Inc./dec.
採用人数 / Hired total			20	-	85	+65
新卒・第二新卒						
New graduates and second new graduates						
1Q中途採用 / Mid-carrier: 1Q						
2Q中途採用 / Mid-carrier: 2Q			2	-		
3Q中途採用 / Mid-carrier: 3Q			3	-		
4Q中途採用 / Mid-carrier: 4Q			15	-		
退職人数計 / Turnover total			15	-	23	+8
無期雇用社員 / Permanent employees			12	-		
有期雇用社員 / Fixed-term employees			3	-		
1Q退職 / Turnover: 1Q						
2Q退職 / Turnover: 2Q			5	-		
3Q退職 / Turnover: 3Q			5	-		
4Q退職 / Turnover: 4Q			5	-		
純増減 / Net change			+5	-	+62	+57
期末在籍人数計 / Nomber. of engineers			116	-	178	+62

<sup>(</sup>注) 1. ㈱アトモスはM&Aに伴い2021年6月より損益の連結を開始したため、22/3期は10か月間(2021年6月~2022年3月)の業績となります。

Notes: 1. Since ATMOS Co., Ltd. started to consolidate its profit and loss from June 2021 following M&A, the FYE 2022 is a 10-month period (June 2021 to March 2022).

2. For the fourth quarter of the FYE 2022, the results for the four-month period from December 2021 to March 2022 are included due to a change in the FYE 2022.

#### ②定着率・契約継続率 Retention Rate & Contract Renewal

	21/3期/FYE2021		22/3期/FYE2022	
	通期/Full year		通期/Fu	ıll year
	前期差			前期差
		Inc./dec.		Inc./dec.
技術社員計 定着率(LTM)	00.10/		88.9%	۸ 1 O ۱
Total retention rate of technician (LTM)	90.1%	-	88.9%	△1.2pt
契約継続率			90.5%	
Contract renewal rate			90.5%	-

(注) 定着率(LTM): 1年前の四半期末に在籍していた技術社員の内、1年後の当該四半期末に在籍している人数の割合。

Note:Retention rate(LTM): the percentage of technicians who were employed at the end of the quarter 1 year ago and who were employed at the end of the current.

<sup>2. 22/3</sup>期第4四半期は、決算期の変更に伴い2021年12月~2022年3月の4か月間の業績を記載しています。

## (2) エリア別売上高・業種別売上高 Sales by Area and Industry

(百万円/million of yen)

	21/3期/FYE2021		22/3期/FYE2022		
	通期/Full year		通期/Fu	ıll year	
		前期比		前期比	
売上高 / Net sales		YoY	662	YoY	
			002		
東北 / Tohoku			1	-	
関東 / Kanto			2	-	
北陸 / Hokuriku			75	-	
東海 / Tokai			329	-	
関西 / Kansai			107	-	
中国・四国 / Chugoku and Shikoku			102	-	
九州 / Kyushu			44	-	
派遣 / Dispatch business			215	-	
輸送機 / Transportation machinery			5	-	
産業用機械 / Industrial machinery			92	-	
家電 / Home appliances			110	-	
農業機械 / Agricultural machinery			7	-	
請負 / Contract business			446	-	
輸送機 / Transportation machinery			203	-	
産業用機械 / Industrial machinery			85	-	
家電/ Home appliances			1	-	
農業機械 / Agricultural machinery			81	-	
航空・宇宙 / Aerospace			75	-	

### (3) 派遣契約の状況 Status of Dispatch Contract

	21/3期/FYE2021		22/3期/FYE2022		
	4Q末		4Q	<u>!</u> 末	
		前期差		前期差	
		Inc./dec.		Inc./dec.	
契約継続率			90.5%	-	
Contract renewal ratio					
経験年数別契約時給単価(期末・円)			3,481	_	
Average monthly contract amount per engineer (yen)			5,101		
1~5年目 / 1st-5th year			2,871	-	
6~10年目 / 6th-10th year			3,160	-	
11年目以上 /11th year o more			3,836	-	
売上PH (期中平均)(千円)			628		
Sales per head (thousands of yen)			028	-	

- (注) 1. 株式会社アトモスがM&Aに伴い、2021年6月より損益の連結を開始したため、22/3期は10か月間(2021年6月~2022年3月)の業績となります。
  - 2. 22/3期第4四半期は、決算期の変更に伴い2021年12月~2022年3月の4か月間分の業績を記載しています。

Notes:1. Since ATMOS Co., Ltd. started to consolidate its profit and loss from June 2021 following M&A, FYE 2022 is a 10-month period (June 2021 to March 2022).

2. For the fourth quarter of the FYE 2022, the results for the four-month period from December 2021 to March 2022 are included due to a change in the FYE 2022.

#### 3. 株式の状況 Stock Information

### (1) 配当金の推移 Dividends per Share

(円/Yen)

	20/3期/FYE2020	21/3期/	FYE2021	22/3期/	FYE2022	23/3期/F	YE2023
	通期/Full year	通期/Full year		通期/Full year		通期/Fu (予想/fo	_
			前期差		前期差		前期差
			Inc./dec.		Inc./dec.		Inc./dec.
配当 Dividend	30.0	37.5	+7.5	40.0	+2.5	40.0	-
普通配当(中間) Ordinary dividend (interim)	10.0	10.0	-	10.0	-	10.0	-
普通配当(期末) Ordinary dividend (year-end)	20.0	25.0	+5.0	30.0	+5.0	30.0	-
記念配当(期末) Commemorative dividend (year-end)	-	2.5	+2.5	-	△2.5	-	-
配当性向 Dividend payout ratio	26.1%	35.1%	+9.0pt	39.2%	+4.1pt	61.5%	+22.3pt

<sup>(</sup>注) 1株当たり配当金は2021年4月1日付で実施した1対2の株式分割に伴う影響を加味して遡及修正をしております。

Note:Dividends per share have been retroactively adjusted to reflect the impact of the 2-for-1 share split, which was effected on April 1, 2021.

#### (2) 大株主の状況 Major Shareholders

2022年3月31日現在 / As of March 31, 2022

氏名又は名称 Name	所有株式数(千株) Number of shares held (1,000 shares)	所有株式数の割合 Ratio of shareholding
株式会社リタメコ RITAMEKO. Co., Ltd.	4,200	45.23%
清川 甲介 Kosuke Kiyokawa	1,211	13.04%
蔭山 恭一 Kyoichi Kageyama	500	5.39%
日本マスタートラスト信託銀行株式会社(信託口)	358	3.85%
The Master Trust Bank of Japan, Ltd. (trust account) 株式会社日本カストディ銀行(信託口)	296	3.19%
Custody Bank of Japan, Ltd. (trust account) 森實 厚裕	150	1.62%
Atsuhiro Morizane 野村信託銀行株式会社(投信口)		
The Nomura Trust and Banking Co., Ltd. (investment trust account) BBH FOR FINANCIAL INVESTORS TR - GRANDEUR PEAK GLOBAL	102	1.09%
CONTRARIAN FUND	83	0.89%
藤巻 正司   Masashi Fujimaki	58	0.62%
東海東京証券株式会社 Tokai Tokyo Securities Co., Ltd.	55	0.59%

<sup>(</sup>注) 1. 当社は自己株式を715,126株保有しておりますが、上記大株主からは除外しております。

#### (3) 所有者分布 Distribution of Shareholders

2022年3月31日現在 / As of March 31, 2022

	単元 / 100 shares	割合 / ratio
金融機関 / Financial institutions	7,947	8.0%
金融商品取引業者 / Financial instrument business operators	1,798	1.8%
その他法人など / Other companies, etc.	50,217	50.2%
外国法人等 / Foreign institutions and others	2,447	2.4%
個人その他 / Individuals and others	37,541	37.6%

<sup>2.</sup> 所有株式数の割合は、発行済株式数から自己株式数を除いた総数に対する保有割合です。

Notes:1. The Companey holds 715,216 shares as treasury stock, but it is not included in the above list.

<sup>2.</sup> Ratio of shareholding is calculated excuding treasury stock.

#### 免責事項及び将来見通しに関する注意事項

この資料は投資の参考に資するため、株式会社コプロ・ホールディングス(以下、当社)の現状をご理解いただく ことを目的として、当社が作成したものです。

当資料に記載された内容は、公表日現在において一般的に認識されている経済・社会等の情勢および当社が合理的 と判断した一定の前提に基づいて作成されておりますが、経営環境の変化等の事由により、予告なしに変更される可 能性があります。

本発表において提供される資料ならびに情報は、いわゆる「見通し情報」(forward-looking statements)を含みます。これらは、現在における見込み、予測およびリスクを伴う想定に基づくものであり、実質的にこれらの記述とは異なる結果を招き得る不確実性を含んでおります。

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