



2019年5月期(FY19)第3四半期 業績補足資料

3rd Quarter, Fiscal Year ending May 2019 (FY19) Business Result
(Supplemental Information and Historical Facts)

2019/3/22

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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。

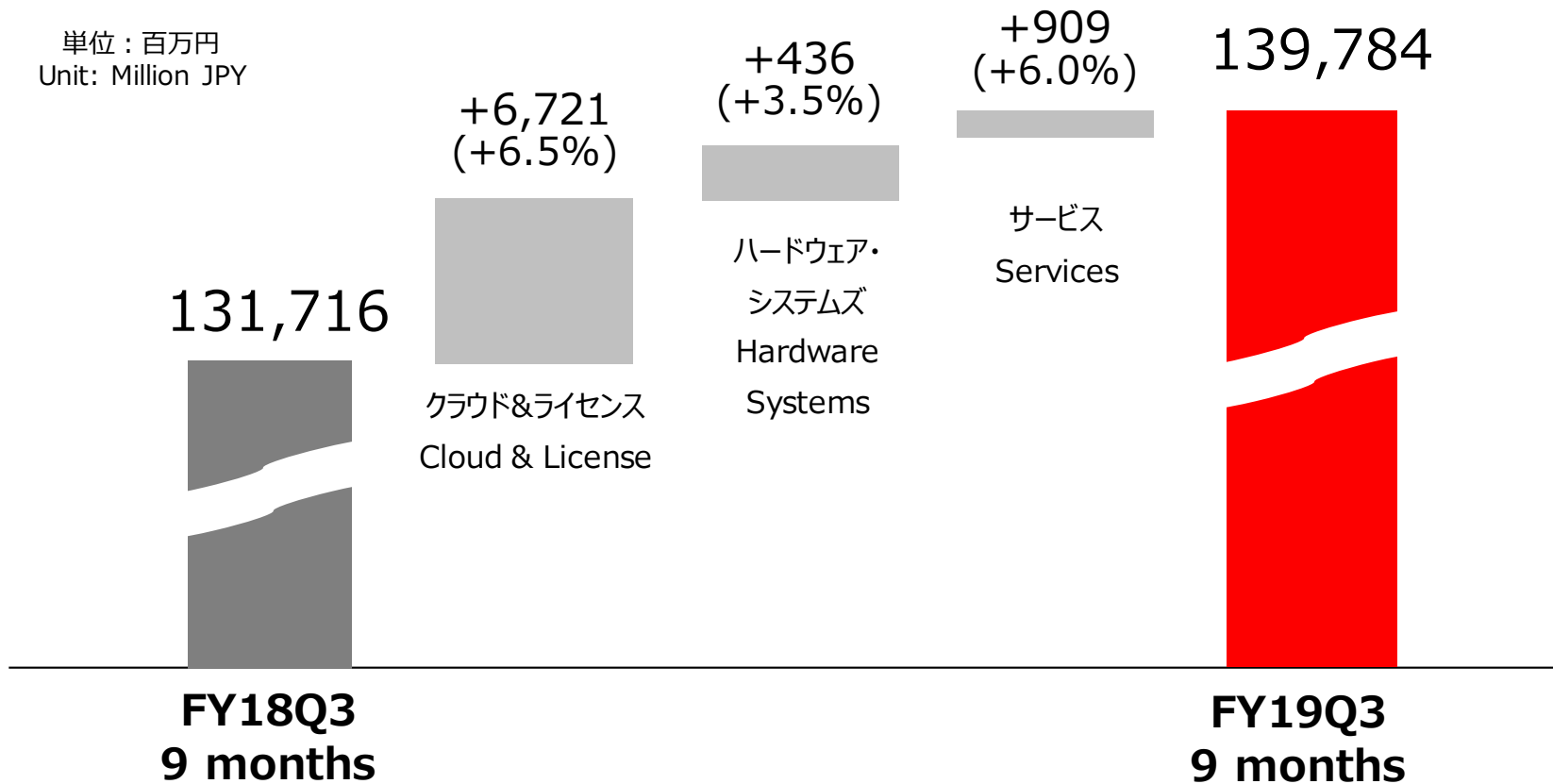
(Cautionary Statement)

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

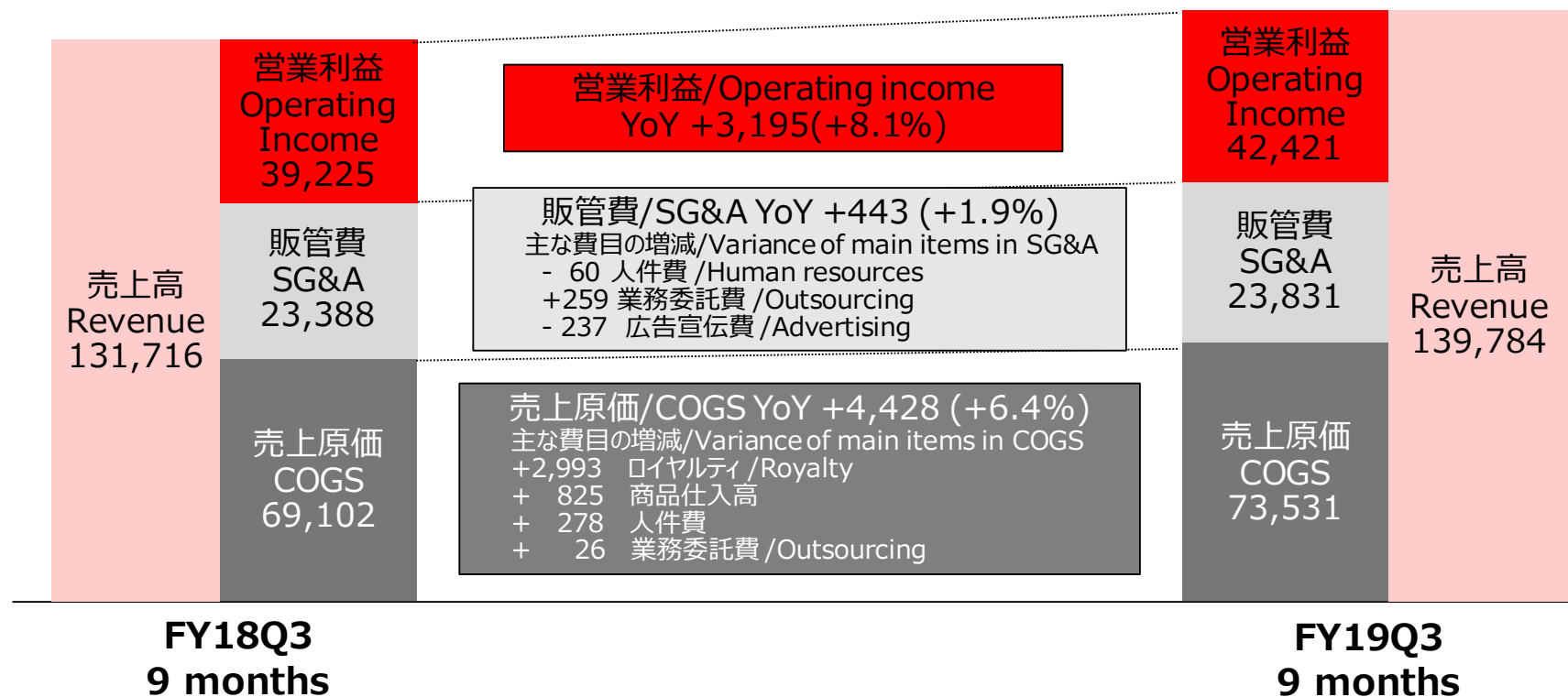
売上高 / Revenue +8,068 (+6.1%)

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		139,784	41,256	42,879	47,579	53,765	185,481
売上原価 Cost of Sales	24,531	23,012	25,987		73,531	21,668	22,140	25,294	27,570	96,673
売上総利益 Gross Profit	21,115	22,594	22,542		66,252	19,588	20,739	22,285	26,194	88,808
販管費 Selling, general and administrative expenses	7,559	8,365	7,906		23,831	7,299	8,011	8,077	9,410	32,798
営業利益 Operating Income	13,555	14,229	14,636		42,421	12,288	12,728	14,207	16,784	56,009
営業利益率 Operating Income Margin	29.7%	31.2%	30.2%		30.3%	29.8%	29.7%	29.9%	31.2%	30.2%
経常利益 Ordinary Income	13,579	14,250	14,601		42,430	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		29,387	8,478	8,792	9,757	11,722	38,751
総資産 Total Assets	222,240	227,242	225,701			188,748	192,121	196,729	236,509	
流動資産 Current Assets	177,012	181,488	49,711			147,742	151,058	155,619	192,290	
固定資産 Non-current Assets	45,228	45,753	175,990			41,006	41,062	41,109	44,218	
負債 Liabilities	95,512	90,257	79,471			88,595	82,524	77,155	105,083	
純資産 Net Assets	126,728	136,984	146,230			100,153	109,596	119,573	131,425	
従業員数 Number of Employees	2,486	2,550	2,582			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%		28,901 -5.0%	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%		81,879 11.2%	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%		110,781 6.5%	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%		12,975 3.5%	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%		16,027 6.0%	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%		139,784 6.1%	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%		41,090 7.3%	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%		569 0.2%	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%		3,764 0.1%	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%		-3,004 -11.2%	-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%		42,421 8.1%	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		45,169	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		10,376	3,025	2,816	3,709	4,428	13,980
人件費 (Human Resources)	7,293	7,648	7,812		22,754	7,185	7,459	7,891	8,621	31,158
業務委託費(Outsourcing)	4,362	3,329	3,859		11,551	3,726	3,639	3,900	3,787	15,054
広告宣伝費 (Advertising)	108	333	164		606	222	356	264	164	1,008
ファシリティ関連 (Facility) *	944	955	1,044		2,944	727	807	926	909	3,371
その他 (Others)	1,387	1,317	1,253		3,959	1,062	1,308	1,283	1,462	5,117
合計/Total	32,091	31,378	33,893		97,363	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	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	2015/5	2016/5	2017/5	2018/5	2019/2	決算期 Period	2015/5	2016/5	2017/5	2018/5	2019/2
流動資産/Current assets	148,508	183,519	155,298	192,290	49,711	流動負債	75,012	87,166	92,940	105,075	79,463
現金及び預金	127,194	59,644	43,025	169,326	27,446	Current liabilities					
Cash and deposits						買掛金	10,008	10,514	12,028	13,087	12,139
受取手形	-	-	-	-	-	Account payable					
Notes receivable						未払金	5,568	5,832	5,109	5,521	2,970
売掛金	17,578	19,674	19,629	19,871	14,236	Accrued amount payable					
Accounts receivable						未払法人税等	9,528	9,195	8,274	10,991	5,361
有価証券	-	-	-	-	-	Accrued income taxes					
Marketable securities						未払消費税等	*	*	*	*	*
前払費用	86	64	241	203	-	Accrued consumption tax					
Prepaid expenses						前受金	42,674	56,527	62,594	69,862	55,169
繰延税金資産	2,664	2,758	-	-	-	Advances by customers					
Differed tax assets						その他/Others	7,231	5,096	4,932	5,612	3,821
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	-	100,000	90,300	-	-	Others					
Short-term loans receivable						負債合計	75,020	87,174	92,948	105,083	79,471
その他	986	1,380	2,104	2,901	8,040	Total liabilities					
Others						資本金	22,743	23,209	23,755	24,480	24,633
貸倒引当金	(2)	(2)	(2)	(12)	(12)	Capital stock					
Allowance for doubtful accounts						資本剰余金	6,094	6,560	7,106	7,831	7,984
固定資産/Fixed assets	40,338	39,883	43,433	44,218	175,990	Capital surplus					
有形固定資産 /Property and equipment	39,631	39,085	40,089	39,863	40,711	利益剰余金	84,361	105,836	75,258	99,450	114,606
土地	26,057	26,057	26,057	26,057	26,057	Retained earnings					
Land						自己株式 Treasury stock	(295)	(221)	(898)	(599)	(1,217)
建物及び建物付属設備	12,340	11,724	11,384	10,619	10,737	株主資本合計	112,903	135,386	105,221	131,162	146,007
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	1,233	1,160	2,648	3,171	3,916	新株予約権	922	841	561	262	222
Tools, furniture and fixtures						Stock acquisition right					
無形固定資産 /Intangible fixed assets	7	5	6	4	3	純資産合計	113,826	136,227	105,783	131,425	146,230
投資その他の資産	700	791	3,337	4,350	135,275	Total net assets					
Investments and other assets						負債・純資産合計	188,847	223,402	198,731	236,509	225,701
資産合計	188,847	223,402	198,731	236,509	225,701	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.

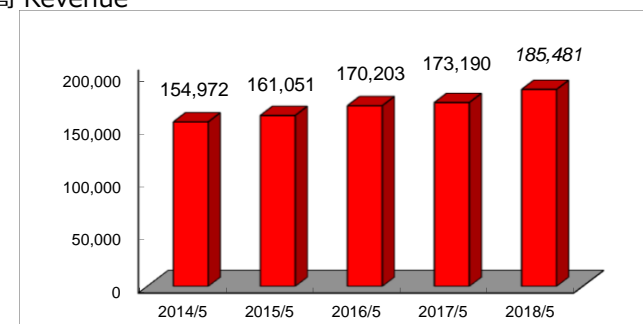
* 2017年5月期より、従来、流動資産に含まれていた繰延税金資産は投資その他の資産に含まれております。/From FY17, balance of Deferred tax assets presented previously in current assets is included in Investments and other assets.

7.会社概要 Corporate Overview

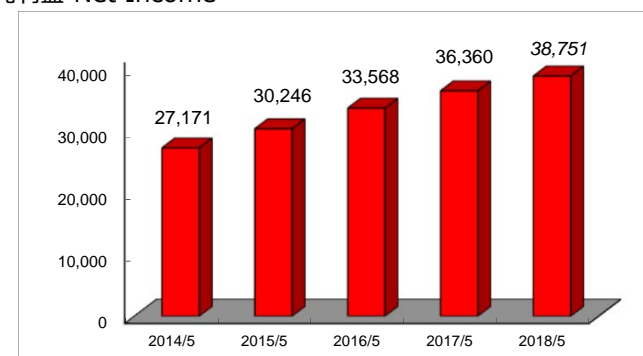
- 商号
Company Name 日本オラクル株式会社
Oracle Corporation Japan
- 設立
Established 1985年10月15日
October 15, 1985
- 資本金
Paid-In Capital 24,633百万円 (million yen)
- 代表執行役
Representative Executive Officer 金子 忠浩
Tadahiro Kaneko
- 従業員数
Number of Employees 2,582名
- 事業内容
Scope of Business 企業の事業活動の基盤となるソフトウェア・ハードウェア、クラウドサービス
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

2019年2月28日現在 / as of February 28, 2019

- 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.**