



## 2020年5月期(FY20)第4四半期 業績補足資料

4th Quarter, Fiscal Year ended May 2020 (FY20) Business Result  
(Supplemental Information and Historical Facts)

2020/6/25

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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。

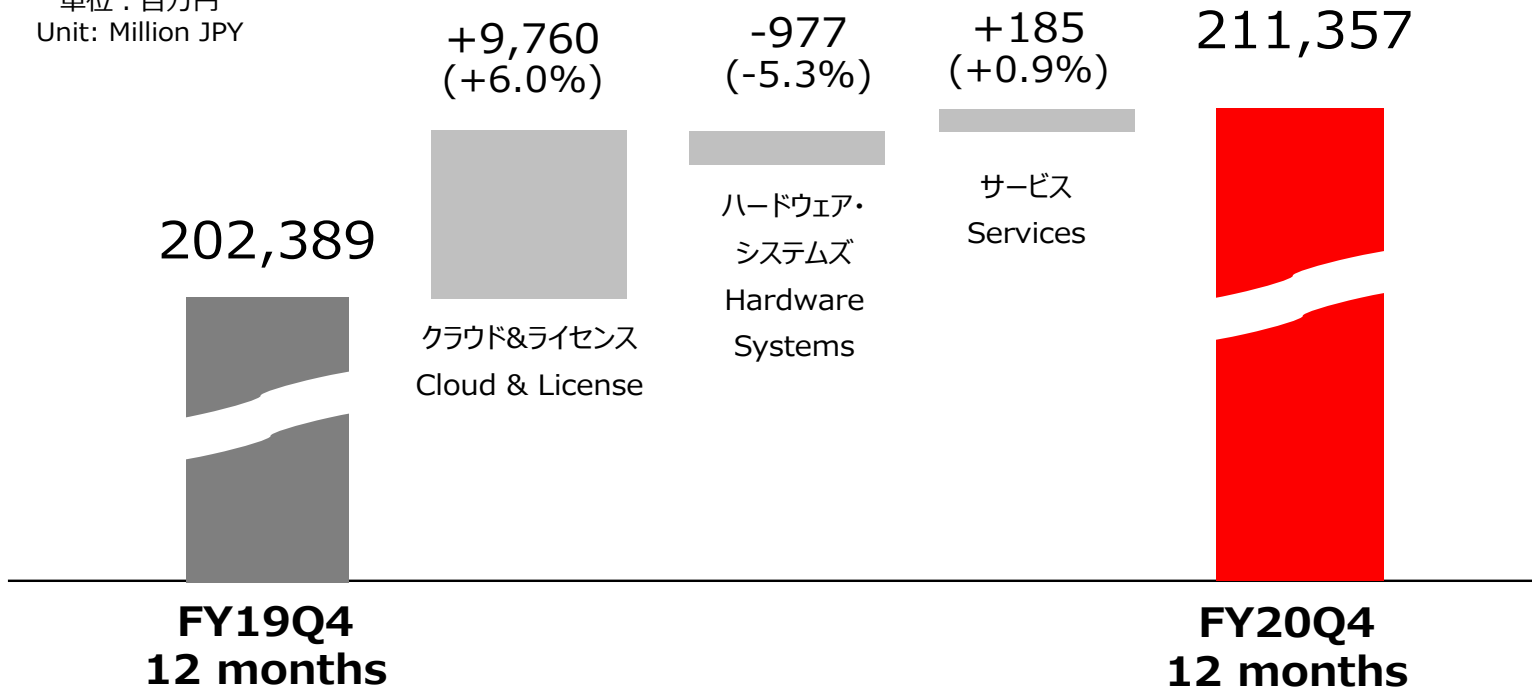
**(Cautionary Statement)**

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

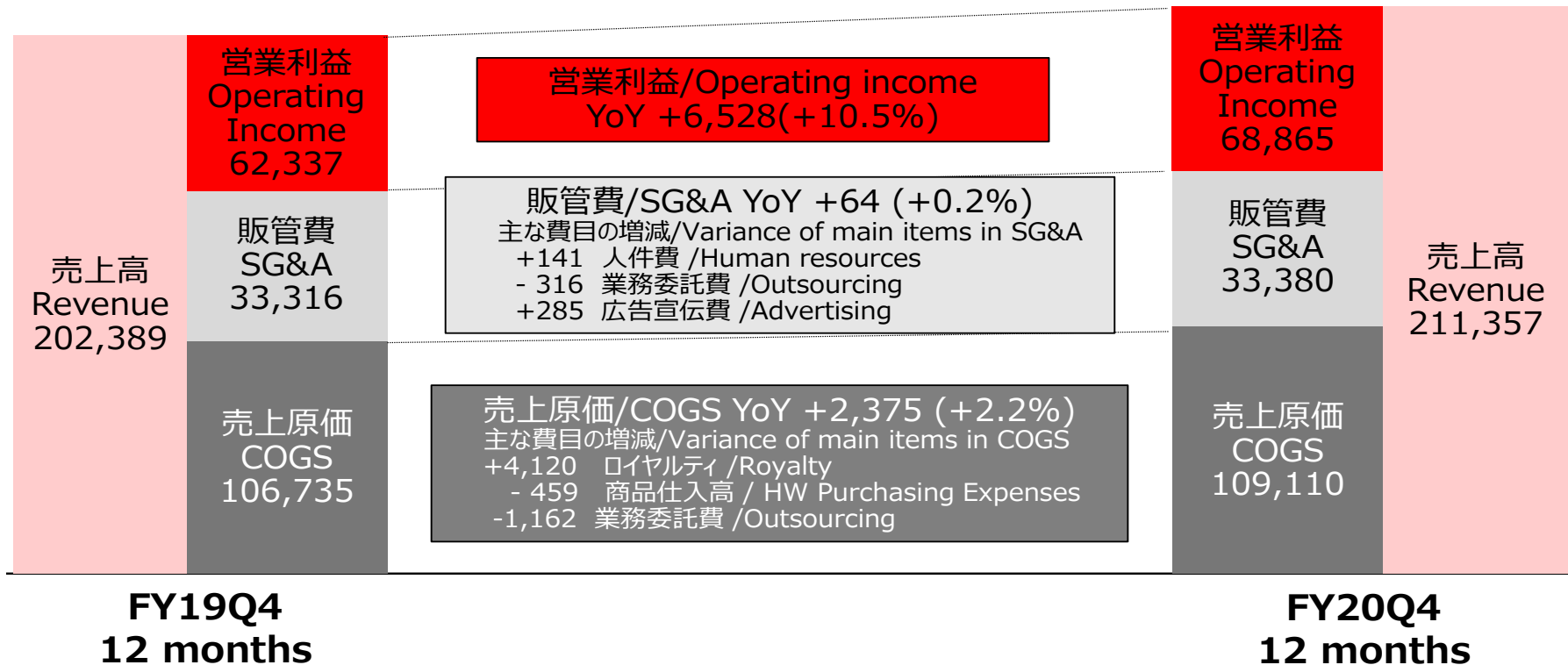
売上高 / Revenue +8,968 (+4.4%)

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)

	2020/5					2019/5					2018/5	2017/5	2016/5	2015/5
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Total	Total	Total	Total
売上高 / Total Revenue	47,505	49,979	51,401	62,470	211,357	45,646	45,607	48,530	62,604	202,389	185,481	173,190	170,203	161,051
売上原価 / Cost of Goods and Sales	24,856	25,985	26,585	31,682	109,110	24,531	23,012	25,987	33,204	106,735	96,673	88,504	87,077	82,683
売上総利益 / Gross Profit	22,648	23,994	24,816	30,787	102,246	21,115	22,594	22,542	29,400	95,653	88,808	84,685	83,126	78,368
販管費 / SG&A	8,399	8,190	8,525	8,265	33,380	7,559	8,365	7,906	9,484	33,316	32,798	32,160	32,900	31,283
営業利益 / Operating Income	14,249	15,803	16,290	22,522	68,865	13,555	14,229	14,636	19,916	62,337	56,009	52,524	50,225	47,085
営業利益率 / Operating Income Margin	30.0%	31.6%	31.7%	36.1%	32.6%	29.7%	31.2%	30.2%	31.8%	30.8%	30.2%	30.3%	29.5%	29.2%
経常利益 / Ordinary Income	14,189	15,857	16,306	22,504	68,857	13,579	14,250	14,601	19,853	62,284	56,082	52,672	50,313	47,434
四半期(当期)純利益 / Net Income	9,817	10,972	11,279	15,616	47,686	9,401	9,875	10,111	13,973	43,360	38,751	36,360	33,568	30,246
総資産 / Total Assets	253,230	256,275	256,586	294,139	-	222,240	227,242	225,701	269,518	-	236,509	198,731	223,402	188,847
流動資産 / Current Assets	77,210	50,686	211,230	249,832	-	177,012	181,488	49,711	93,005	-	192,290	155,298	183,519	148,508
固定資産 / Non-current Assets	176,019	205,588	45,356	44,306	-	45,228	45,753	175,990	176,512	-	44,218	43,433	39,883	40,338
負債 / Liabilities	100,375	91,958	80,902	102,776	-	95,512	90,257	79,471	109,230	-	105,083	92,948	87,174	75,020
純資産 / Net Assets	152,855	164,316	175,684	191,362	-	126,728	136,984	146,230	160,288	-	131,425	105,783	136,227	113,826
設備投資額 / Capital expenditure*	-	-	-	-	716	-	-	-	-	3,094	1,590	2,408	699	407
減価償却費 / Depreciation	-	-	-	-	2,308	-	-	-	-	2,002	1,795	1,383	1,220	1,181
期末配当 (円) / Year-end Dividends (Yen)	-	-	-	-	149	-	-	-	-	136	121	114	525	95
配当性向 (%) / Dividend Payout Ratio (%)	-	-	-	-	40.0	-	-	-	-	40.1	39.9	40.0	199.1	40.0
従業員数 / Number of Employees	2,626	2,550	2,523	2,504	-	2,486	2,550	2,582	2,622	-	2,497	2,422	2,500	2,406

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

\* 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 / FY21 Forecast (%)

	Low	High
売上高 / Revenue	0.0	3.0
1株当たり当期純利益 (円) / EPS (Yen)	370.00	385.00

\* 予想実効税率 estimation of effective tax rate = 30.8%

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)

	2020/5					2019/5				
	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	9,371 -2.0%	11,075 26.1%	12,105 14.7%	22,420 -6.0%	54,972 4.2%	9,561 21.4%	8,781 -6.7%	10,557 -19.6%	23,845 47.8%	52,747 13.3%
クラウドサービス&ライセンスサポート Cloud Services & License Supports	29,058 9.0%	28,995 4.7%	29,647 7.6%	29,900 6.1%	117,601 6.8%	26,651 10.5%	27,680 12.8%	27,547 10.3%	28,186 7.1%	110,066 10.1%
クラウド&ライセンス Cloud & License	38,429 6.1%	40,070 9.9%	41,753 9.6%	52,320 0.6%	172,573 6.0%	36,212 13.2%	36,462 7.4%	38,105 0.0%	52,032 22.5%	162,813 11.1%
ハードウェア・システムズ Hardware Systems	3,950 -4.7%	4,457 13.2%	4,174 -14.7%	4,780 -10.9%	17,362 -5.3%	4,145 5.0%	3,939 -0.1%	4,891 5.2%	5,364 -2.9%	18,340 1.5%
サービス Service	5,125 -3.1%	5,451 4.7%	5,474 -1.1%	5,369 3.1%	21,420 0.9%	5,288 -0.4%	5,205 4.2%	5,533 15.0%	5,207 -9.9%	21,234 1.6%
合計 Total Revenue	47,505 4.1%	49,979 9.6%	51,401 5.9%	62,470 -0.2%	211,357 4.4%	45,646 10.6%	45,607 6.4%	48,530 2.0%	62,604 16.4%	202,389 9.1%

営業利益 / Operating Income

	2020/5					2019/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
クラウド&ライセンス Cloud & License	14,627 13.2%	15,601 11.2%	16,293 15.2%	22,908 10.0%	69,431 12.1%	12,921 9.7%	14,027 15.2%	14,141 -1.3%	20,826 23.6%	61,917 12.3%
ハードウェア・システムズ Hardware Systems	187 8.1%	205 4.1%	236 18.9%	128 -48.9%	758 -7.7%	173 -0.9%	197 6.2%	198 -4.1%	252 -4.8%	822 -1.3%
サービス Services	714 -48.7%	1,016 -11.7%	891 -26.9%	750 321.1%	3,372 -14.5%	1,393 2.3%	1,151 -21.4%	1,219 31.0%	178 -84.5%	3,943 -19.7%
共通経費 (全社費用) Adjustment	-1,281 37.3%	-1,020 -11.1%	-1,130 22.4%	-1,265 -5.6%	-4,697 8.1%	-932 -9.3%	-1,147 4.3%	-923 -26.3%	-1,340 -9.4%	-4,345 -10.6%
営業利益 Operating income	14,249 5.1%	15,803 11.1%	16,290 11.3%	22,522 13.1%	68,865 10.5%	13,555 10.3%	14,229 11.8%	14,636 3.0%	19,916 18.7%	62,337 11.3%

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 )

	2020/5					2019/5				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
ロイヤルティ (Royalty)	15,847	16,580	17,318	21,715	71,461	14,629	14,733	15,806	22,171	67,341
ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses)	3,073	3,734	3,371	4,136	14,316	3,364	3,059	3,953	4,399	14,776
人件費 (Human Resources)	7,999	7,681	8,076	8,212	31,969	7,293	7,648	7,812	9,255	32,010
業務委託費(Outsourcing)	3,401	3,611	3,726	3,573	14,312	4,362	3,329	3,859	4,240	15,791
広告宣伝費 (Advertising)	466	299	258	93	1,117	108	333	164	225	831
ファシリティ関連 (Facility) *	1,096	1,017	1,035	959	4,110	944	955	1,044	1,014	3,959
その他 (Others)	1,371	1,251	1,323	1,256	5,203	1,387	1,317	1,253	1,381	5,340
合計/Total	33,256	34,175	35,111	39,947	142,491	32,091	31,378	33,893	42,688	140,051

\* 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.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	2016/5	2017/5	2018/5	2019/5	2020/05	決算期	Period	2016/5	2017/5	2018/5	2019/5	2020/05
流動資産		183,519	155,298	192,290	93,005	249,832	流動負債		87,166	92,940	105,075	109,222	102,768
Current assets							Current liabilities						
現金及び預金		59,644	43,025	169,326	65,505	60,091	買掛金		10,514	12,028	13,087	15,910	10,501
Cash and deposits							Account payable						
受取手形		-	-	-	-	-	未払金		5,832	5,109	5,521	5,313	4,242
Notes receivable							Accrued amount payable						
売掛金		19,674	19,629	19,871	20,283	26,539	未払法人税等		9,195	8,274	10,991	10,969	11,875
Accounts receivable							Accrued income taxes						
前払費用		64	241	203	208	95	未払消費税等		*	*	*	*	*
Prepaid expenses							Accrued consumption tax						
繰延税金資産		2,758	-	-	-	-	前受金		56,527	62,594	69,862	70,772	67,730
Differed tax assets							Advances by customers						
未収入金		*	*	*	*	*	その他		5,096	4,932	5,612	6,256	8,418
Accounts receivable-other							Others						
関係会社短期貸付金		100,000	90,300	-	-	160,000	固定負債		7	7	7	7	7
Long-term loans receivable from subsidiaries and associates							Fixed Liabilities						
その他		1,380	2,104	2,901	7,020	3,118	その他		7	7	7	7	7
Others							Others						
貸倒引当金		(2)	(2)	(12)	(12)	(13)	負債合計		87,174	92,948	105,083	109,230	102,776
Allowance for doubtful accounts							Total liabilities						
固定資産 / Fixed assets		39,883	43,433	44,218	176,512	44,306	資本金		23,209	23,755	24,480	24,679	24,884
有形固定資産 / Property and equipment		39,085	40,089	39,863	40,889	38,895	Capital stock						
土地		26,057	26,057	26,057	26,057	26,057	資本剰余金		6,560	7,106	7,831	8,030	8,235
Land							Capital surplus						
建物及び建物付属設備		11,724	11,384	10,619	11,088	10,367	利益剰余金		105,836	75,258	99,450	128,580	158,846
Buildings and accessory equipment							Retained earnings						
建設仮勘定		143	-	15	-	-	自己株式		(221)	(898)	(599)	(1,211)	(759)
Construction in progress							Treasury stock						
器具及び備品		1,160	2,648	3,171	3,743	2,471	株主資本合計		135,386	105,221	131,162	160,078	191,206
Tools, furniture and fixtures							Total shareholders' equity						
無形固定資産 / Intangible fixed assets		5	6	4	2	1	その他有価証券評価差額金		-	-	-	-	-
投資その他の資産		791	3,337	4,350	135,620	5,409	Unrealized gain on other securities, net of taxes						
Investments and other assets							新株予約権		841	561	262	209	156
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		136,227	105,783	131,425	160,288	191,362
その他		791	3,337	4,350	5,620	5,409	Total net assets						
Others							負債・純資産合計		223,402	198,731	236,509	269,518	294,139
資産合計		223,402	198,731	236,509	269,518	294,139	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.

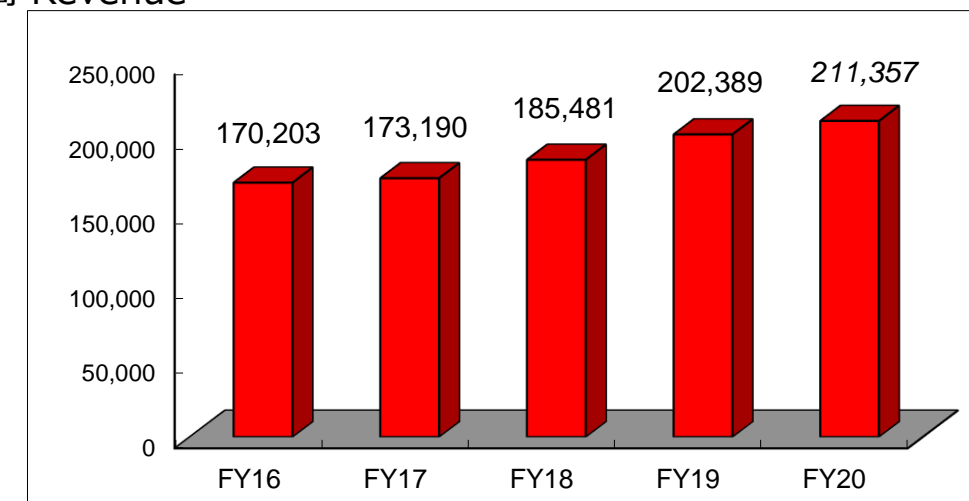
\* 2014年5月期より、未収入金および未払消費税等はその他に含まれております。 / From FY14, balance of Accounts receivable-other and Accrued consumption tax are included in others.



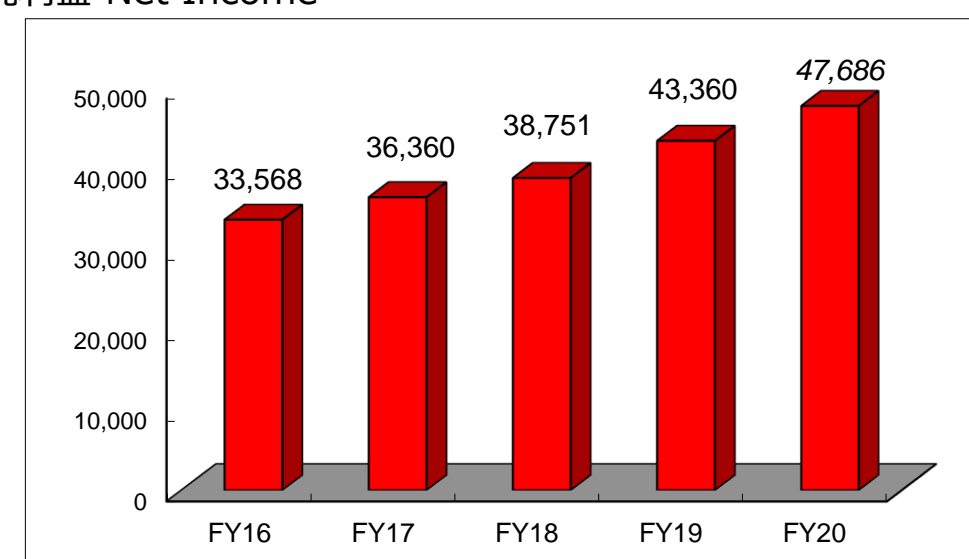
## 6.会社概要 Corporate Overview

- 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 24,884百万円 (million yen)
- 代表執行役  
Representative Executive Officer 金子 忠浩  
Tadahiro Kaneko
- 従業員数  
Number of Employees 2,504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



2020年5月31日現在 / as of May 31, 2020

#### 「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.**