



2012年5月期(FY12)第4四半期 業績補足資料

4th Quarter, Fiscal Year ending May 2012 (FY12) Business Result
(Supplemental Information and Historical Facts)

2012/6/26

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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

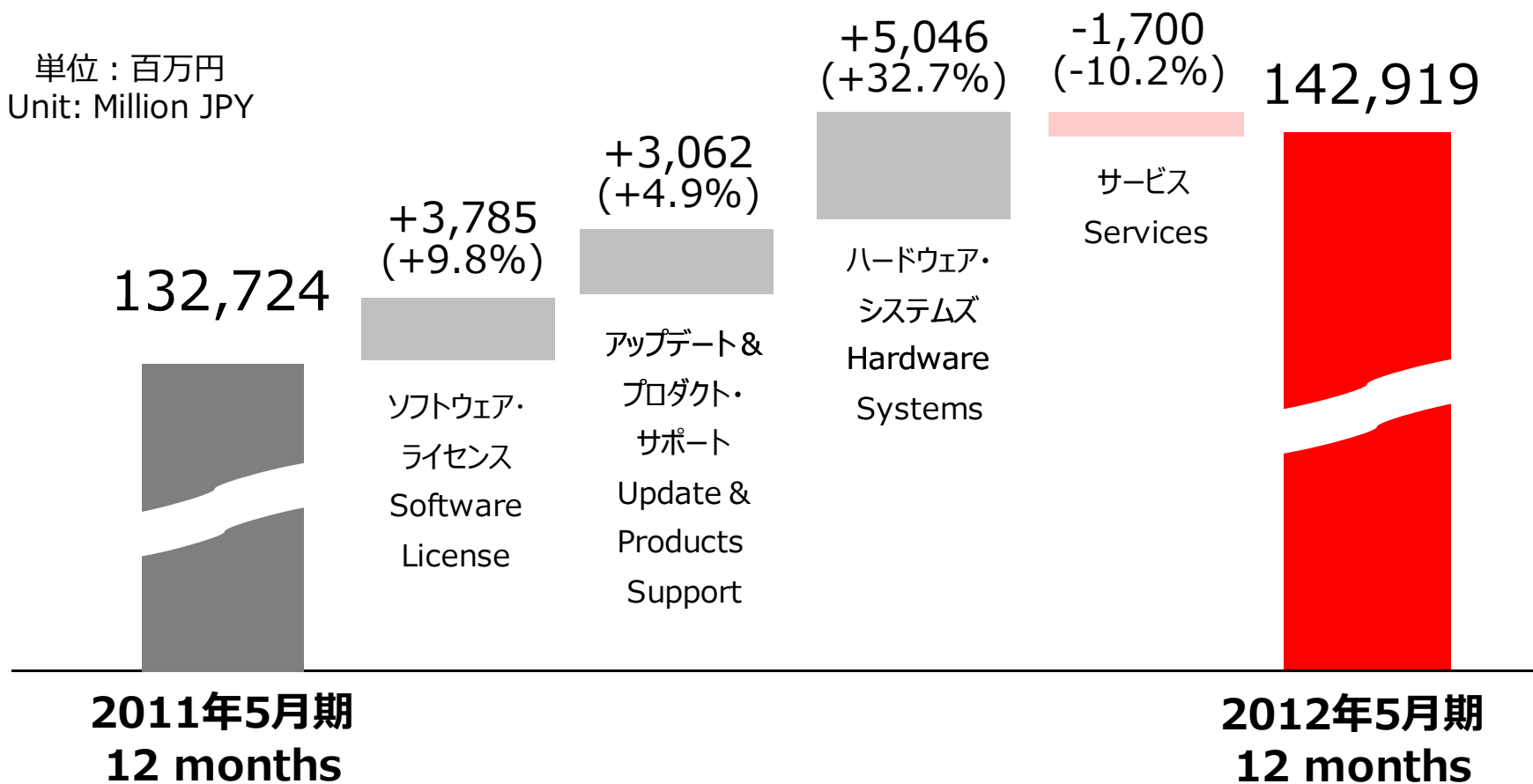
(Cautionary Statement)

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

1.売上高対前年同期比 Revenue YoY

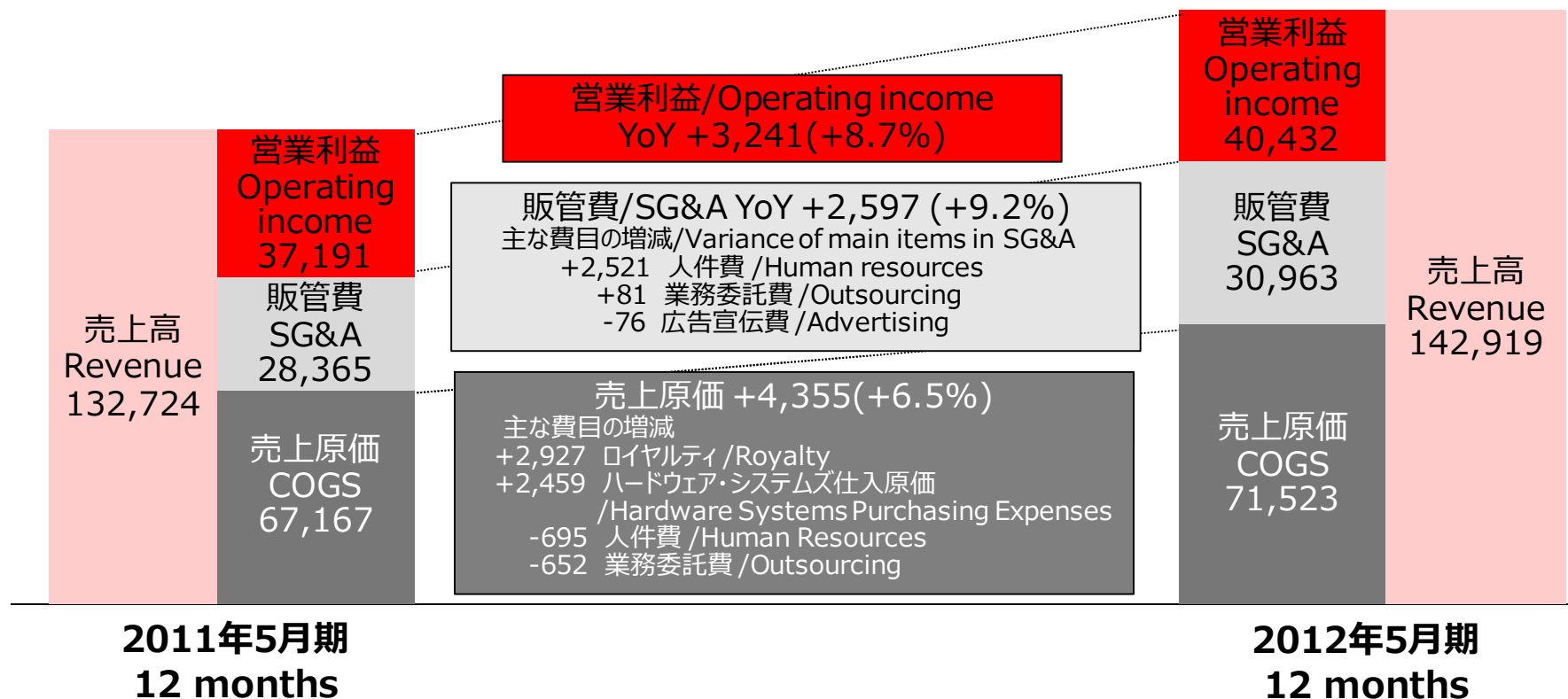
売上高 / Revenue +10,194 (+7.7%)

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)

| | 2012/5 | | | | | 2011/5 | | | | |
|---|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total |
| 売上高 Total Revenue | 32,694 | 33,893 | 35,633 | 40,697 | 142,919 | 29,738 | 32,449 | 32,107 | 38,428 | 132,724 |
| 売上原価 Cost of Sales | 16,612 | 16,676 | 18,115 | 20,119 | 71,523 | 15,334 | 16,085 | 16,302 | 19,444 | 67,167 |
| 売上総利益 Gross Profit | 16,081 | 17,217 | 17,518 | 20,578 | 71,395 | 14,404 | 16,363 | 15,805 | 18,983 | 65,556 |
| 販管費 Selling, general and administrative expenses | 7,096 | 8,018 | 7,284 | 8,563 | 30,963 | 6,811 | 6,998 | 6,549 | 8,006 | 28,365 |
| 営業利益 Operating Income | 8,984 | 9,199 | 10,233 | 12,014 | 40,432 | 7,592 | 9,365 | 9,255 | 10,977 | 37,191 |
| 営業利益率 Operating Income Margin | 27.5% | 27.1% | 28.7% | 29.5% | 28.3% | 25.5% | 28.9% | 28.8% | 28.6% | 28.0% |
| 経常利益 Ordinary Income | 8,984 | 9,217 | 10,257 | 12,021 | 40,480 | 7,666 | 9,389 | 9,264 | 10,996 | 37,316 |
| 四半期(当期)純利益 Net Income | 5,280 | 5,455 | 5,896 | 7,076 | 23,709 | 4,522 | 5,543 | 5,479 | 6,520 | 22,065 |
| 総資産 Total Assets | 85,464 | 90,563 | 89,037 | 111,493 | | 116,521 | 124,185 | 113,248 | 132,982 | |
| 流動資産 Current Assets | 41,396 | 46,881 | 45,697 | 68,375 | | 71,183 | 79,049 | 68,328 | 88,584 | |
| 固定資産 Non-current Assets | 44,068 | 43,681 | 43,339 | 43,117 | | 45,338 | 45,136 | 44,919 | 44,398 | |
| 負債 Liabilities | 43,529 | 43,142 | 35,694 | 51,054 | | 39,096 | 41,178 | 33,613 | 46,806 | |
| 純資産 Net Assets | 41,934 | 47,421 | 53,342 | 60,438 | | 77,425 | 83,007 | 79,635 | 86,176 | |
| 従業員数 Number of Employees | 2,586 | 2,565 | 2,552 | 2,586 | | 2,557 | 2,533 | 2,548 | 2,585 | |

4.セグメント別売上・営業利益 Revenue and Operating Income by Business Segment

(百万円 Millions of Yen)

| | 2012/5 | | | | | 2011/5 | | | | |
|---|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|----------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total |
| 売上高 Total Revenue | 32,694 | 33,893 | 35,633 | 40,697 | 142,919 | 29,738 | 32,449 | 32,107 | 38,428 | 132,724 |
| データベース&ミドルウェア Database & Middleware | 7,341 | 7,983 | 9,665 | 12,560 | 37,551 | 6,231 | 8,599 | 7,325 | 11,549 | 33,706 |
| アプリケーションズ Applications | 553 | 1,251 | 1,127 | 1,969 | 4,900 | 1,106 | 857 | 648 | 2,347 | 4,960 |
| ソフトウェア・ライセンス売上 Software Licence Revenue | 7,895 | 9,234 | 10,792 | 14,530 | 42,452 | 7,337 | 9,457 | 7,974 | 13,897 | 38,666 |
| ソフトウェア・ライセンス営業利益 Software License Operating Income | 609 | 912 | 2,137 | 3,447 | 7,106 | 166 | 1,461 | 813 | 3,381 | 5,823 |
| アップデート&プロダクト・サポート売上 Updates & Product Support Revenue | 16,054 | 16,233 | 16,150 | 16,548 | 64,986 | 15,185 | 15,439 | 15,533 | 15,765 | 61,924 |
| アップデート&プロダクト・サポート営業利益 Updates & Product Support Operating Income | 8,461 | 8,625 | 8,497 | 8,827 | 34,410 | 8,067 | 8,242 | 8,228 | 8,056 | 32,595 |
| ハードウェア・システムズ・プロダクト 小計 Hardware Systems Products | 2,684 | 2,486 | 2,879 | 3,002 | 11,053 | 182 | 228 | 1,123 | 1,682 | 3,217 |
| ハードウェア・システムズ・サポート 小計 Hardware Systems Support | 2,319 | 2,389 | 2,311 | 2,409 | 9,430 | 3,168 | 3,271 | 3,051 | 2,727 | 12,219 |
| ハードウェア・システムズ売上 Hardware Systems Revenue | 5,004 | 4,875 | 5,190 | 5,412 | 20,484 | 3,351 | 3,500 | 4,174 | 4,409 | 15,437 |
| ハードウェア・システムズ営業利益 Hardware Systems Operating Income | 323 | 260 | 223 | 253 | 1,061 | 283 | 482 | 425 | -133 | 1,057 |
| クラウドサービス Cloud Services | 1,028 | 950 | 1,011 | 1,082 | 4,073 | 804 | 1,033 | 999 | 1,000 | 3,838 |
| エデュケーションサービス Education Services | 474 | 367 | 362 | 358 | 1,562 | 411 | 458 | 431 | 427 | 1,728 |
| コンサルティングサービス Consulting Services | 2,236 | 2,231 | 2,124 | 2,766 | 9,359 | 2,646 | 2,560 | 2,993 | 2,927 | 11,129 |
| サービス売上 Service Revenue | 3,739 | 3,549 | 3,499 | 4,206 | 14,995 | 3,862 | 4,052 | 4,425 | 4,355 | 16,695 |
| サービス営業利益 Services Operating Income | 750 | 747 | 415 | 709 | 2,623 | 598 | 743 | 803 | 785 | 2,930 |
| 共通経費（全社費用） Adjustment | 1,161 | 1,346 | 1,039 | 1,222 | 4,769 | 1,523 | 1,564 | 1,014 | 1,112 | 5,215 |
| 営業利益 Operating income | 8,984 | 9,199 | 10,233 | 12,014 | 40,432 | 7,592 | 9,365 | 9,255 | 10,977 | 37,191 |

(注/Note) クラウドサービスはアドバンスト・サポートより変更。 "Cloud Services" was formerly called as "Advanced Support".

5.年次損益計算書要約 Summary of Statement of Income (Full Year)

| 決算期 Period | 2008/5 | 2009/5 | 2010/5 | 2011/5 | 2012/5 |
|--|---------|---------|---------|---------|----------------|
| 売上高 Revenues | 114,112 | 115,788 | 110,833 | 132,724 | 142,919 |
| 売上原価 Cost of sales | 49,195 | 50,823 | 47,887 | 67,167 | 71,523 |
| ソフトウェア・ライセンス Software License | 17,289 | 15,428 | 14,752 | 15,673 | 17,441 |
| ハードウェア・システムズ Hardware Systems | - | - | - | 12,896 | 15,115 |
| アップデート&プロダクトサポート Updates & Product Support | 20,203 | 24,243 | 24,458 | 27,822 | 29,137 |
| サービス Service Business * | 11,703 | 11,151 | 8,676 | 10,775 | 9,828 |
| 売上総利益 Gross profit | 64,917 | 64,694 | 62,945 | 65,556 | 71,395 |
| 販管費 Selling, general and administrative expenses | 26,185 | 26,087 | 24,082 | 28,365 | 30,963 |
| 営業利益 Operating income | 38,731 | 38,877 | 38,863 | 37,191 | 40,432 |
| 営業外収益 Non-operating income | 454 | 277 | 288 | 163 | 102 |
| 営業外費用 Non-operating expenses | 55 | 123 | 2 | 37 | 54 |
| 経常利益 Ordinary income | 39,130 | 39,030 | 39,149 | 37,316 | 40,480 |
| 特別利益 Extraordinary income | - | 508 | 38 | 127 | 51 |
| 特別損失 Extraordinary loss | 66 | 923 | 395 | 132 | 19 |
| 税引前当期純利益 Net income before tax | 39,063 | 38,615 | 38,792 | 37,311 | 40,512 |
| 法人税、住民税及び事業税 Income taxes-current | 15,827 | 15,276 | 15,976 | 15,812 | 16,654 |
| 法人税等調整額 Income taxes-deferred | 178 | 598 | -46 | -566 | 148 |
| 当期純利益 Net income | 23,057 | 22,740 | 22,862 | 22,065 | 23,709 |

Note:

* サービスには、クラウドサービス、エデュケーションサービス、コンサルティングサービスを含みます。Service business includes Advanced Support, Education Services and Consulting Services.

期末従業員数推移・設備投資/減価償却の実績 Number of employees, Capital expenditure and Depreciation

| 決算期 Period | 2008/5 | 2009/5 | 2010/5 | 2011/5 | 2012/5 |
|-------------------------------|--------|--------|--------|--------|--------------|
| 期末従業員数(人) Number of employees | 2,135 | 2,226 | 2,092 | 2,585 | 2,586 |
| 設備投資額/Capital expenditure * | 1,913 | 29,039 | 607 | 925 | 260 |
| 減価償却費/Depreciation | 505 | 1,324 | 1,437 | 1,498 | 1,488 |

* 設備投資額には差入保証金および建設仮勘定を含みます。Capital expenditure includes lease deposits and construction in progress.

6.貸借対照表要約 Summary of Balance Sheet

| 資産の部 Assets | 決算期 Period | 2008/5 | 2009/5 | 2010/5 | 2011/5 | 2012/5 |
|-----------------------------------|------------|---------|---------|---------|---------|---------|
| 流動資産/Current assets | | 97,336 | 72,143 | 80,580 | 88,584 | 68,375 |
| 現金及び預金 | | 27,445 | 17,464 | 59,353 | 22,830 | 44,488 |
| Cash and deposits | | | | | | |
| 受取手形 | | 527 | 6 | 1 | - | 15 |
| Notes receivable | | | | | | |
| 売掛金 | | 16,199 | 15,302 | 15,496 | 22,093 | 19,291 |
| Accounts receivable | | | | | | |
| 有価証券 | | 49,456 | - | 3,001 | 2,003 | 2,005 |
| Marketable securities | | | | | | |
| 前払費用 | | 296 | 150 | 149 | 146 | 157 |
| Prepaid expenses | | | | | | |
| 繰延税金資産 | | 2,091 | 1,600 | 1,646 | 2,216 | 1,986 |
| Differed tax assets | | | | | | |
| 未収入金 | | 1,267 | 534 | 879 | 1,280 | 410 |
| Accrued revenue | | | | | | |
| 短期貸付金 | | - | 37,015 | - | 37,986 | - |
| Short-term loans receivable | | | | | | |
| その他 | | 54 | 75 | 55 | 28 | 22 |
| Others | | | | | | |
| 貸倒引当金 | | (2) | (5) | (2) | (2) | (2) |
| Allowance for doubtful accounts | | | | | | |
| 固定資産/Fixed assets | | 21,706 | 46,555 | 45,370 | 44,398 | 43,117 |
| 有形固定資産 /Property and equipment | | 17,951 | 44,331 | 43,488 | 42,615 | 41,340 |
| 土地 | | - | 26,057 | 26,057 | 26,057 | 26,057 |
| Land | | | | | | |
| 建物及び建物付属設備 | | 392 | 16,488 | 15,889 | 15,114 | 14,215 |
| Buildings and accessory equipment | | | | | | |
| 器具及び備品 | | 789 | 1,785 | 1,541 | 1,444 | 1,067 |
| Furniture and fixtures | | | | | | |
| 建設仮勘定 | | 16,769 | - | - | - | - |
| Construction in progress | | | | | | |
| 無形固定資産 /Intangible fixed assets | | 7 | 65 | 49 | 35 | 20 |
| 投資その他の資産 | | 3,747 | 2,157 | 1,832 | 1,747 | 1,757 |
| Investments and other assets | | | | | | |
| 資産合計 | | 119,042 | 118,699 | 125,951 | 132,982 | 111,493 |
| Total assets | | | | | | |

| 負債・資本の部 Liabilities and Net Assets | 決算期 Period | 2008/5 | 2009/5 | 2010/5 | 2011/5 | 2012/5 |
|---|------------|---------|---------|---------|---------|---------|
| 流動負債 | | 35,888 | 34,528 | 40,287 | 46,715 | 50,963 |
| Current liabilities | | | | | | |
| 買掛金 | | 4,720 | 4,631 | 5,994 | 8,203 | 9,470 |
| Account payable | | | | | | |
| 未払金 | | 2,942 | 3,998 | 3,366 | 5,222 | 3,384 |
| Accrued amount payable | | | | | | |
| 未払法人税等 | | 8,295 | 7,514 | 8,617 | 8,016 | 8,904 |
| Accrued income taxes | | | | | | |
| 未払消費税等 | | 961 | - | 1,560 | 1,379 | 963 |
| Accrued consumption tax | | | | | | |
| 前受金 | | 16,051 | 17,305 | 19,111 | 21,371 | 25,795 |
| Advances by customers | | | | | | |
| その他/Others | | 2,917 | 1,078 | 1,636 | 2,521 | 2,445 |
| 固定負債 | | - | 91 | 91 | 91 | 91 |
| Non-current liabilities | | | | | | |
| 本社移転費用引当金 | | - | - | - | - | - |
| Provision for moving of head office | | | | | | |
| その他 | | - | 91 | 91 | 91 | 91 |
| Others | | | | | | |
| 負債合計 | | 35,888 | 34,619 | 40,378 | 46,806 | 51,054 |
| Total liabilities | | | | | | |
| 資本金 | | 22,282 | 22,290 | 22,292 | 22,301 | 22,301 |
| Capital stock | | | | | | |
| 資本剰余金 | | 33,720 | 33,728 | 33,730 | 33,739 | 5,652 |
| Capital surplus | | | | | | |
| 利益剰余金 | | 26,892 | 27,647 | 28,904 | 29,365 | 31,595 |
| Retained earnings | | | | | | |
| 自己株式 Treasury stock | | (14) | (17) | (21) | (22) | (23) |
| 株主資本合計 | | 82,880 | 83,648 | 84,906 | 85,383 | 59,526 |
| Total shareholders' equity | | | | | | |
| その他有価証券評価差額金 | | 34 | (7) | 1 | (19) | (22) |
| Unrealized gain on other securities, net of taxes | | | | | | |
| 新株予約権 | | 238 | 438 | 665 | 812 | 934 |
| Stock acquisition right | | | | | | |
| 純資産合計 | | 83,153 | 84,079 | 85,573 | 86,176 | 60,438 |
| Total net assets | | | | | | |
| 負債・純資産合計 | | 119,042 | 118,699 | 125,951 | 132,982 | 111,493 |
| Total liabilities and net assets | | | | | | |

7.業績・配当推移・業績予想 Summary of Operating Results, Dividends and Forecast

(百万円 Millions of Yen)

(1) 決算実績・見通し Summary of Operating Results and Forecast

| 決算期 Period | 2009/5 | 2010/5 | 2011/5 | 2012/5 | 2013/5* |
|--|---------|---------|---------|---------|---------|
| 売上高 Revenues | 115,788 | 110,833 | 132,724 | 142,919 | 164,400 |
| 売上原価 Cost of Sales | 50,823 | 47,877 | 67,167 | 71,523 | - |
| 売上総利益 Gross profit on sales | 64,964 | 62,945 | 65,556 | 71,395 | - |
| 販管費 Selling, general and administrative expenses | 26,087 | 24,082 | 28,380 | 30,963 | - |
| 営業利益 Operating income | 38,877 | 38,863 | 37,176 | 40,432 | 44,600 |
| 経常利益 Ordinary income | 39,030 | 39,149 | 37,316 | 40,480 | 44,700 |
| 当期純利益 Net income | 22,740 | 22,862 | 22,065 | 23,709 | 27,500 |

(2) 部門別売上高 Revenue by Segment / Results and Forecast

| 決算期 Period | 2009/5 | 2010/5 | 2011/5 | 2012/5 | 2013/5* |
|--|---------|---------|---------|---------|---------|
| データベース&ミドルウェア Database & Middleware | 34,765 | 35,104 | 33,706 | 37,551 | 44,000 |
| アプリケーションズ Applications | 5,775 | 3,039 | 4,960 | 4,900 | 6,800 |
| ソフトウェア・ライセンス小計 Software License Sub Total | 40,540 | 38,144 | 38,666 | 42,452 | 50,800 |
| アップデート&プロダクト・サポート Updates & Product Support | 58,549 | 59,237 | 61,924 | 64,986 | 68,400 |
| ソフトウェア関連小計 Software Related Sub Total | 99,090 | 97,381 | 100,591 | 107,439 | 119,200 |
| ハードウェア・システムズ・プロダクト Hardware Systems Products | - | - | 3,271 | 11,053 | 18,200 |
| ハードウェア・システムズ・サポート Hardware Systems Support | - | - | 12,219 | 9,430 | 9,700 |
| ハードウェア・システムズ小計 Hardware Systems Sub Total | - | - | 15,437 | 20,484 | 27,900 |
| クラウドサービス Cloud Services | 2,915 | 2,937 | 3,838 | 4,073 | 4,900 |
| エデュケーションサービス Education Services | 2,534 | 1,780 | 1,728 | 1,562 | 1,600 |
| コンサルティングサービス Consulting Services | 11,247 | 8,732 | 11,129 | 9,359 | 10,800 |
| サービス小計 Service Sub Total | 16,697 | 13,451 | 16,695 | 14,995 | 17,300 |
| 合計 TOTAL | 115,788 | 110,833 | 132,724 | 142,919 | 164,400 |

(3) 配当実績・見通し Dividends / Results and Forecast

| 決算期 Period | 2009/5 | 2010/5 | 2011/5** | 2012/5 | 2013/5* |
|------------------------------------|--------|--------|----------|--------|---------|
| 中間配当 (円) Interim Dividends (Yen) | 70 | 70 | 70 | - | - |
| 期末配当 (円) Year-end Dividends (Yen) | 100 | 100 | 390 | 75 | 87 |
| 合計 (円) Total (Yen) | 170 | 170 | 460 | 75 | 87 |
| 配当性向 (%) Dividend Payout Ratio (%) | 95.0 | 94.5 | 264.9 | 40.2 | 40.2 |

*会社予想 / Company forecast

**2011年5月期の期末配当には特別配当297円を含む / Special dividend of JPY297 is included in 2011/5 year-end dividend.

8. 営業経費 Summary of Operating Expenses

● 営業経費実績[売上原価+販売費及び一般管理費] (Operating Expenses / Sum of COGS and SG&A)

FY12実績およびFY13予想 FY12 Actual & FY13 Forecast

(百万円 Millions of Yen)

| 営業経費主要科目 Operating Expenses Items | Q1実績 Q1 Actual | Q2実績 Q2 Actual | Q3実績 Q3 Actual | Q4実績 Q4 Actual | 累計実績 YTD Actual | FY13予想 Forecast |
|---|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|
| 合計/Total | 23,709 | 24,694 | 25,399 | 28,683 | 102,486 | 119,800 |
| ロイヤルティ (Royalty) | 9,829 | 10,386 | 11,009 | 12,733 | 43,959 | 48,700 |
| ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses) | 3,243 | 2,626 | 3,314 | 3,432 | 12,617 | 20,000 |
| 人件費 (Human Resources) | 7,249 | 7,882 | 7,628 | 8,001 | 30,763 | 34,600 |
| 業務委託費(Outsourcing) | 1,219 | 1,283 | 1,335 | 1,944 | 5,783 | 6,300 |
| 広告宣伝費 (Advertising) | 370 | 404 | 291 | 593 | 1,661 | 1,650 |
| ファシリティ関連 (Facility) | 917 | 966 | 841 | 1,031 | 3,756 | 3,900 |
| その他 (Others) | 878 | 1,144 | 978 | 946 | 3,946 | 4,650 |

FY11実績 FY11 Actual

| 営業経費主要科目 Operating Expenses Items | Q1実績 Q1 Actual | Q2実績 Q2 Actual | Q3実績 Q3 Actual | Q4実績 Q4 Actual | 累計実績 YTD Actual |
|--------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| 合計/Total | 22,145 | 23,084 | 22,852 | 27,451 | 95,533 |
| ロイヤルティ (Royalty) | 9,211 | 10,083 | 9,601 | 12,135 | 41,031 |
| 商品仕入高 (Purchasing Expenses) | 2,406 | 2,256 | 2,774 | 2,718 | 10,157 |
| 人件費 (Human Resources) | 6,579 | 6,928 | 7,098 | 8,330 | 28,936 |
| 業務委託費(Outsourcing) | 1,536 | 1,271 | 1,163 | 2,383 | 6,354 |
| 広告宣伝費 (Advertising) | 606 | 536 | 338 | 256 | 1,737 |
| ファシリティ関連 (Facility) | 904 | 959 | 942 | 946 | 3,752 |
| その他 (Others) | 901 | 1,049 | 932 | 678 | 3,562 |

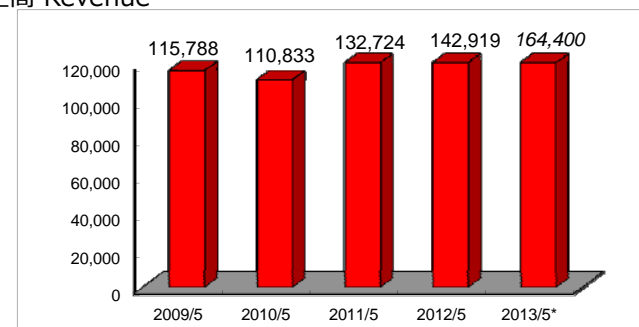
(注/Note)

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.

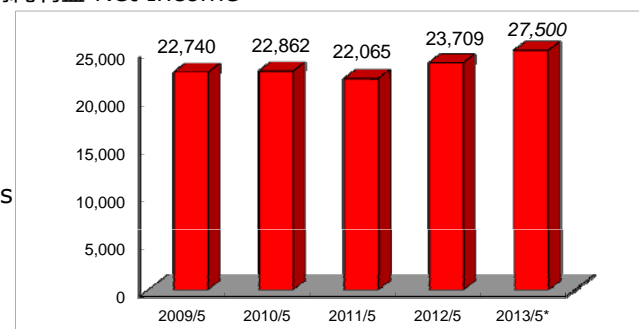
9.会社概要 Corporate Overview

- 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 22,301 百万円
22,301 Million Yen
- 代表執行役 社長 最高経営責任者
President & CEO 遠藤 隆雄
Takao Endo
- 従業員数
Number of Employees 2,586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 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



2012年5月31日現在/as of May 31, 2012

*会社予想値/Company Forecast

「クローズドコミュニケーションペリオド」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ペリオド」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。

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 1st day of the last month**