



2016年5月期(FY16)第3四半期 業績補足資料

3rd Quarter, Fiscal Year ending May 2016 (FY16) Business Result
(Supplemental Information and Historical Facts)

2016/3/18

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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>

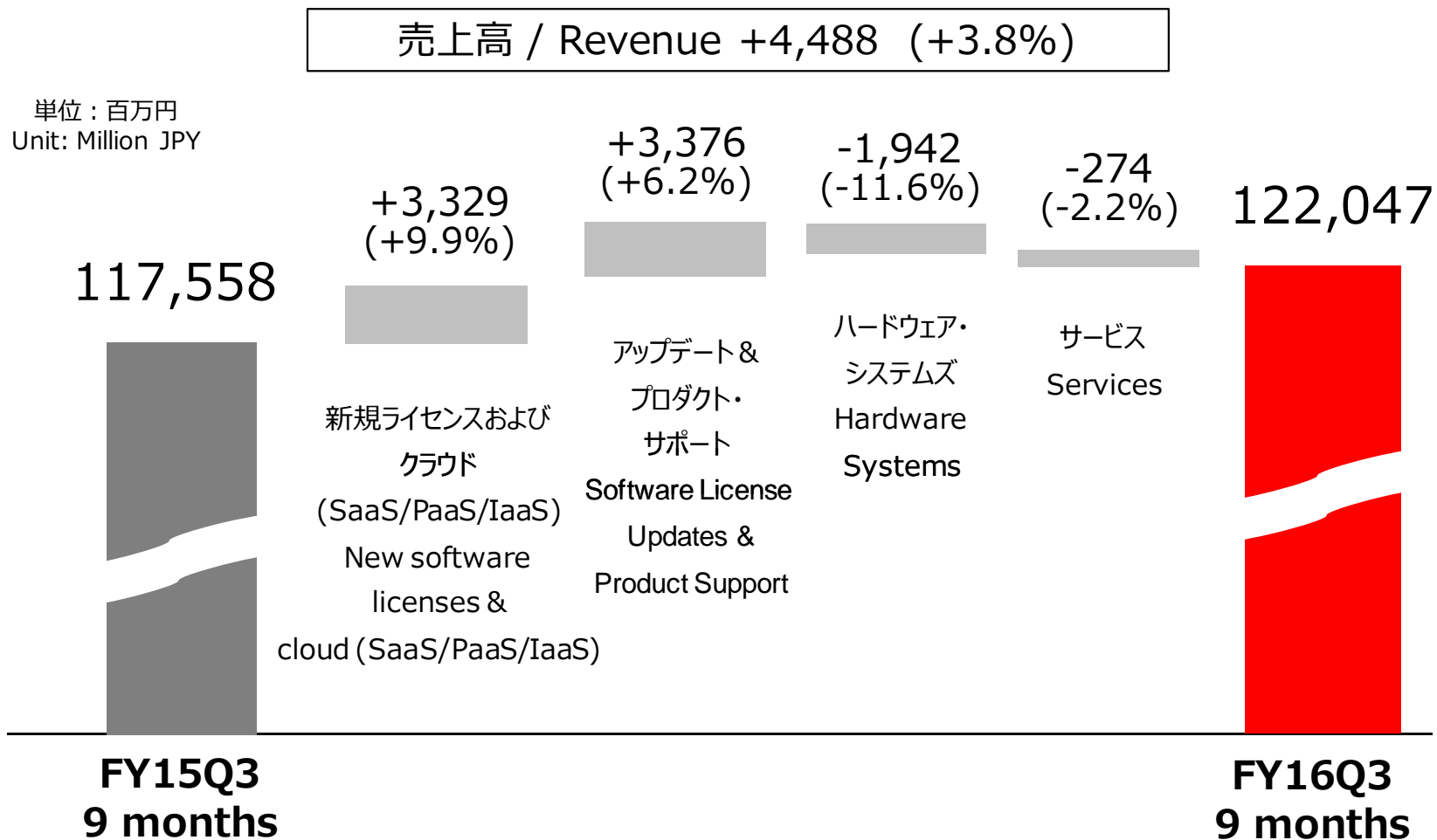
(注意事項)

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.

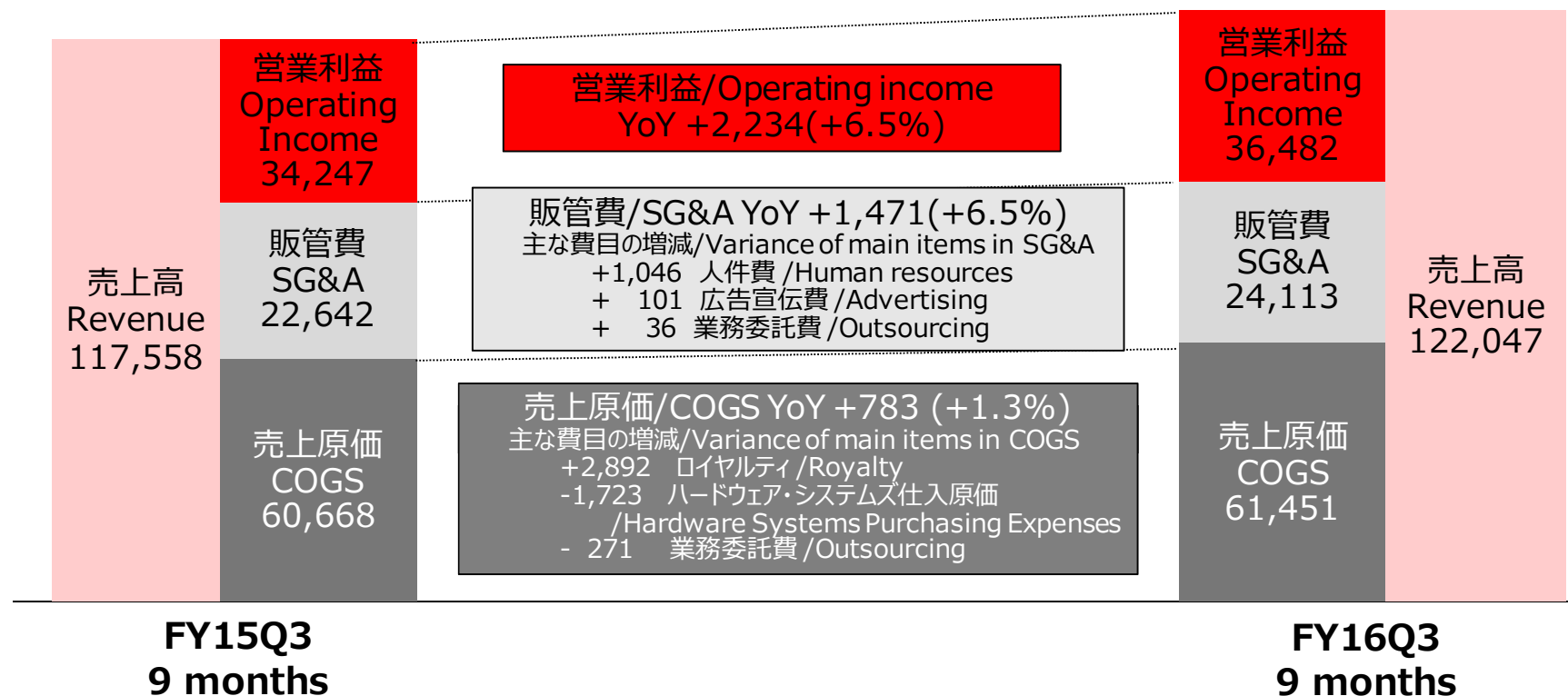
1.売上高対前年同期比 Revenue YoY



* クラウド・ソフトウェア・サブスクリプションより名称変更しました。また、当社の事業管理区分の変更に伴い、従来「サービス」セグメントに含まれていた「マネージド・クラウド・サービス」を「クラウド(SaaS/PaaS/IaaS)」に移管しております。

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)

| | 2016/5 | | | | | 2015/5 | | | | |
|-----------------------------------------------------|---------|---------|---------|----|----------------|---------|---------|---------|----------------|----------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total |
| 売上高 Total Revenue | 37,572 | 40,219 | 44,255 | | 122,047 | 36,606 | 41,550 | 39,401 | 43,493 | 161,051 |
| 売上原価 Cost of Sales | 18,945 | 20,394 | 22,111 | | 61,451 | 19,103 | 21,285 | 20,278 | 22,015 | 82,683 |
| 売上総利益 Gross Profit | 18,627 | 19,824 | 22,144 | | 60,596 | 17,502 | 20,264 | 19,122 | 21,477 | 78,368 |
| 販管費 Selling, general and administrative expenses | 7,487 | 8,386 | 8,239 | | 24,113 | 7,240 | 7,844 | 7,557 | 8,640 | 31,283 |
| 営業利益 Operating Income | 11,139 | 11,437 | 13,904 | | 36,482 | 10,262 | 12,420 | 11,565 | 12,837 | 47,085 |
| 営業利益率 Operating Income Margin | 29.6% | 28.4% | 31.4% | | 29.9% | 28.0% | 29.9% | 29.4% | 29.5% | 29.2% |
| 経常利益 Ordinary Income | 11,216 | 11,453 | 13,868 | | 36,538 | 10,292 | 12,535 | 11,578 | 12,880 | 47,286 |
| 四半期(当期)純利益 Net Income | 7,480 | 7,646 | 9,255 | | 24,383 | 6,643 | 8,065 | 7,453 | 8,084 | 30,246 |
| 総資産 Total Assets | 176,932 | 183,978 | 190,115 | | | 149,706 | 160,158 | 160,974 | 188,847 | |
| 流動資産 Current Assets | 136,781 | 144,029 | 150,379 | | | 108,737 | 119,364 | 120,412 | 148,508 | |
| 固定資産 Non-current Assets | 40,150 | 39,949 | 39,735 | | | 40,968 | 40,793 | 40,562 | 40,338 | |
| 負債 Liabilities | 67,639 | 66,810 | 63,507 | | | 59,615 | 61,974 | 55,476 | 75,020 | |
| 純資産 Net Assets | 109,292 | 117,167 | 126,607 | | | 90,091 | 98,183 | 105,497 | 113,826 | |
| 従業員数 Number of Employees | 2,441 | 2,438 | 2,421 | | | 2,427 | 2,403 | 2,392 | 2,406 | |

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)

| | 2016/5 | | | | | 2015/5 | | | | |
|-------------------------------------------------------------------------------------------------------------------|---------------|---------------|---------------|----|----------------|---------------|---------------|---------------|---------------|----------------|
| | Q1 | Q2 | Q3 | Q4 | Total | Q1 | Q2 | Q3 | Q4 | Total |
| 売上高 / Total Revenue | 37,572 | 40,219 | 44,255 | | 122,047 | 36,606 | 41,550 | 39,401 | 43,493 | 161,051 |
| 新規ライセンス / New software license | 8,783 | 10,912 | 14,057 | | 33,753 | 8,203 | 12,891 | 9,891 | 14,558 | 45,544 |
| クラウド (SaaS/PaaS/IaaS) / Cloud (SaaS/PaaS/IaaS) | 962 | 929 | 1,148 | | 3,039 | 796 | 835 | 844 | 821 | 3,298 |
| 新規ライセンスおよびクラウド (SaaS/PaaS/IaaS) 売上 New software licenses and cloud (SaaS/PaaS/IaaS) | 9,745 | 11,841 | 15,205 | | 36,792 | 9,000 | 13,726 | 10,736 | 15,379 | 48,843 |
| 新規ライセンスおよびクラウド (SaaS/PaaS/IaaS) 営業利益 New software licenses and cloud (SaaS/PaaS/IaaS) Operating Income | 678 | 1,225 | 3,275 | | 5,180 | 782 | 2,564 | 1,374 | 3,177 | 7,900 |
| アップデート&プロダクト・サポート売上 Software License Updates & Product Support | 19,027 | 19,374 | 19,654 | | 58,056 | 18,042 | 18,255 | 18,381 | 18,721 | 73,401 |
| アップデート&プロダクト・サポート営業利益 Software License Updates & Product Support Operating Income | 10,158 | 10,220 | 10,460 | | 30,839 | 9,672 | 9,773 | 9,767 | 10,038 | 39,251 |
| ハードウェア・システムズ・プロダクト 小計 / Hardware Systems Products | 2,037 | 2,203 | 2,815 | | 7,057 | 3,135 | 2,653 | 3,373 | 2,408 | 11,570 |
| ハードウェア・システムズ・サポート 小計 / Hardware Systems Support | 2,582 | 2,574 | 2,593 | | 7,750 | 2,479 | 2,542 | 2,565 | 2,631 | 10,219 |
| ハードウェア・システムズ売上 Hardware Systems Revenue | 4,620 | 4,778 | 5,409 | | 14,808 | 5,615 | 5,195 | 5,939 | 5,040 | 21,790 |
| ハードウェア・システムズ営業利益 Hardware Systems Operating Income | 243 | 234 | 249 | | 727 | 276 | 237 | 295 | 278 | 1,088 |
| サービス売上 Service Revenue | 4,179 | 4,224 | 3,985 | | 12,390 | 3,947 | 4,372 | 4,344 | 4,352 | 17,016 |
| サービス営業利益 Services Operating Income | 1,102 | 904 | 1,081 | | 3,088 | 626 | 794 | 1,136 | 741 | 3,298 |
| 共通経費 (全社費用) / Adjustment | 1,043 | 1,146 | 1,162 | | 3,352 | 1,095 | 949 | 1,008 | 1,398 | 4,452 |
| 営業利益 / Operating income | 11,139 | 11,437 | 13,904 | | 36,482 | 10,262 | 12,420 | 11,565 | 12,837 | 47,085 |

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 | 2011/5 | 2012/5 | 2013/5 | 2014/5 | 2015/5 |
|--------------------------------------------------|---------|---------|---------|---------|---------|
| 売上高 Revenues | 132,724 | 142,919 | 153,148 | 154,972 | 161,051 |
| 売上原価 Cost of sales | 67,167 | 71,523 | 78,054 | 79,838 | 82,683 |
| 売上総利益 Gross profit | 65,556 | 71,395 | 75,093 | 75,133 | 78,368 |
| 販管費 Selling, general and administrative expenses | 28,365 | 30,963 | 32,420 | 30,818 | 31,283 |
| 営業利益 Operating income | 37,191 | 40,432 | 42,673 | 44,315 | 47,085 |
| 営業外収益 Non-operating income | 163 | 102 | 240 | 67 | 202 |
| 営業外費用 Non-operating expenses | 37 | 54 | 11 | 67 | 1 |
| 経常利益 Ordinary income | 37,316 | 40,480 | 42,902 | 44,314 | 47,286 |
| 特別利益 Extraordinary income | 127 | 51 | 90 | 54 | 147 |
| 特別損失 Extraordinary loss | 132 | 19 | 207 | 177 | - |
| 税引前当期純利益 Net income before tax | 37,311 | 40,512 | 42,785 | 44,191 | 47,434 |
| 法人税、住民税及び事業税 Income taxes-current | 15,812 | 16,654 | 17,172 | 16,676 | 17,210 |
| 法人税等調整額 Income taxes-deferred | -566 | 148 | -881 | 342 | -22 |
| 当期純利益 Net income | 22,065 | 23,709 | 26,494 | 27,171 | 30,246 |

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

| 決算期 Period | 2011/5 | 2012/5 | 2013/5 | 2014/5 | 2015/5 |
|----------------------------|--------|--------|--------|--------|--------|
| 設備投資額/Capital expenditure* | 925 | 260 | 991 | 1,092 | 407 |
| 減価償却費/Depreciation | 1,498 | 1,488 | 1,357 | 1,238 | 1,181 |

* 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 | 2011/5 | 2012/5 | 2013/5 | 2014/5 | 2015/5 |
|------------------------------------|--------|--------|--------|--------|--------|
| 期末配当 (円) Year-end Dividends (Yen) | 460 | 75 | 84 | 86 | 95 |
| 配当性向 (%) Dividend Payout Ratio (%) | 264.9 | 40.2 | 40.3 | 40.2 | 40.0 |

*2011年5月期の期末配当には特別配当297円を含む。中間配当70円、期末配当390円。/ Special dividend of JPY297 is included in 2011/5 year-end dividend. 70yen of intern dividends and 390yen of year-end dividends.

業績予想 / Forecast

| | High | | Low | |
|---------------------------------------------------------------------|------|------|-----|--|
| 新規ライセンス+アップデート&プロダクト・サポート / New Licenses + Update & Product Support | 4.0 | 3.0 | | |
| クラウド (SaaS/PaaS/IaaS) * / Cloud (SaaS/PaaS/IaaS) * | 32.0 | 16.0 | | |
| 売上高 / Revenue | 5.0 | 2.0 | | |
| 1株当たり当期純利益 (円) / EPS (Yen) | 254 | 245 | | |

* 予想実効税率 estimation of effective tax rate = 33.5%

* クラウド・ソフトウェア・サブスクリプションより名称変更しました。また、当社の事業管理区分の変更に伴い、従来「サービス」セグメントに含まれていた「マネージド・クラウド・サービス」を「クラウド(SaaS/PaaS/IaaS)」セグメントに移管しております。

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 | 2012/5 | 2013/5 | 2014/5 | 2015/5 | 2016/2 | 決算期 Period | 2012/5 | 2013/5 | 2014/5 | 2015/5 | 2016/2 |
| 流動資産/Current assets | 68,375 | 94,267 | 112,835 | 148,508 | 150,379 | 流動負債 | 50,963 | 59,246 | 59,593 | 75,012 | 63,499 |
| 現金及び預金 | 44,488 | 29,463 | 41,536 | 127,194 | 128,499 | Current liabilities | | | | | |
| Cash and deposits | | | | | | 買掛金 | 9,470 | 10,359 | 8,963 | 10,008 | 9,540 |
| 受取手形 | 15 | - | - | - | - | Account payable | | | | | |
| Notes receivable | | | | | | 未払金 | 3,384 | 3,722 | 3,534 | 5,568 | 4,332 |
| 売掛金 | 19,291 | 19,522 | 18,770 | 17,578 | 18,275 | Accrued amount payable | | | | | |
| Accounts receivable | | | | | | 未払法人税等 | 8,904 | 9,061 | 8,609 | 9,528 | 4,408 |
| 有価証券 | 2,005 | - | - | - | - | Accrued income taxes | | | | | |
| Marketable securities | | | | | | 未払消費税等 | 963 | 1,070 | * | * | * |
| 前払費用 | 157 | 182 | 72 | 86 | * | Accrued consumption tax | | | | | |
| Prepaid expenses | | | | | | 前受金 | 25,795 | 32,474 | 34,118 | 42,674 | 40,922 |
| 繰延税金資産 | 1,986 | 2,747 | 2,634 | 2,664 | * | Advances by customers | | | | | |
| Differed tax assets | | | | | | その他/Others | 2,445 | 2,558 | 4,367 | 7,231 | 4,295 |
| 未収入金 | 410 | 101 | * | * | * | 固定負債 | 91 | 91 | 7 | 7 | 7 |
| Accounts receivable-other | | | | | | その他 | 91 | 91 | 7 | 7 | 7 |
| 短期貸付金 | - | 42,200 | 48,500 | - | - | Others | | | | | |
| Short-term loans receivable | | | | | | 負債合計 | 51,054 | 59,337 | 59,601 | 75,020 | 63,507 |
| その他 | 22 | 52 | 1,324 | 986 | 3,607 | Total liabilities | | | | | |
| Others | | | | | | 資本金 | 22,301 | 22,304 | 22,506 | 22,743 | 22,956 |
| 貸倒引当金 | (2) | (2) | (2) | (2) | (2) | Capital stock | | | | | |
| Allowance for doubtful accounts | | | | | | 資本剰余金 | 5,652 | 5,654 | 5,857 | 6,094 | 6,307 |
| | | | | | | Capital surplus | | | | | |
| 固定資産/Fixed assets | 43,117 | 42,543 | 41,167 | 40,338 | 39,735 | 利益剰余金 | 31,595 | 48,558 | 65,053 | 84,361 | 96,651 |
| 有形固定資産 /Property and equipment | 41,340 | 40,587 | 40,411 | 39,631 | 39,015 | Retained earnings | | | | | |
| 土地 | 26,057 | 26,057 | 26,057 | 26,057 | 26,057 | 自己株式 Treasury stock | (23) | (25) | (30) | (295) | (220) |
| Land | | | | | | 株主資本合計 | 59,526 | 76,491 | 93,387 | 112,903 | 125,695 |
| 建物及び建物付属設備 | 14,215 | 13,314 | 13,065 | 12,340 | 11,784 | Total shareholders' equity | | | | | |
| Buildings and accessory equipment | | | | | | その他有価証券評価差額金 | (22) | (10) | - | - | - |
| 器具及び備品 | 1,067 | 1,216 | 1,288 | 1,233 | 1,173 | Unrealized gain on other securities, net of taxes | | | | | |
| Tools, furniture and fixtures | | | | | | 新株予約権 | 934 | 992 | 1,013 | 922 | 912 |
| 無形固定資産 /Intangible fixed assets | 20 | 19 | 10 | 7 | 5 | Stock acquisition right | | | | | |
| 投資その他の資産 | 1,757 | 1,935 | 745 | 700 | 714 | 純資産合計 | 60,438 | 77,473 | 94,401 | 113,826 | 126,607 |
| Investments and other assets | | | | | | Total net assets | | | | | |
| 資産合計 | 111,493 | 136,810 | 154,002 | 188,847 | 190,115 | 負債・純資産合計 | 111,493 | 136,810 | 154,002 | 188,847 | 190,115 |
| Total assets | | | | | | Total liabilities and net 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. 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)

FY16実績 / FY16 Actual

(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 |
|---------------------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| 合計/Total | 26,433 | 28,781 | 30,350 | | 85,565 |
| ロイヤルティ (Royalty) | 11,753 | 12,796 | 14,342 | | 38,893 |
| ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses) | 3,176 | 3,329 | 4,031 | | 10,537 |
| 人件費 (Human Resources) | 7,126 | 7,726 | 7,911 | | 22,764 |
| 業務委託費(Outsourcing) | 2,459 | 2,698 | 2,166 | | 7,324 |
| 広告宣伝費 (Advertising) | 174 | 226 | 312 | | 713 |
| ファシリティ関連 (Facility) * | 638 | 647 | 666 | | 1,952 |
| その他 (Others) | 1,104 | 1,355 | 919 | | 3,378 |

FY15実績 / FY15 Actual

(百万円 Millions of Yen)

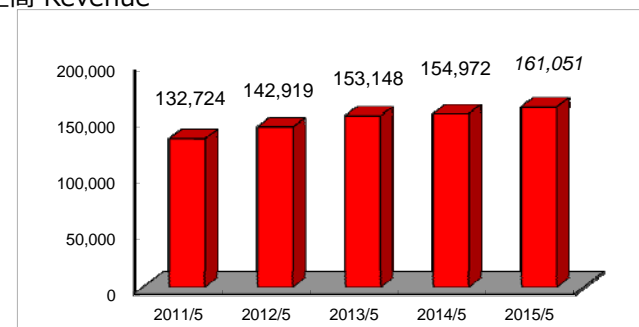
| 営業経費主要科目 Operating Expenses Items | Q1実績 Q1 Actual | Q2実績 Q2 Actual | Q3実績 Q3 Actual | Q4実績 Q4 Actual | 累計実績 YTD Actual |
|---------------------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| 合計/Total | 26,343 | 29,130 | 27,836 | 30,655 | 113,966 |
| ロイヤルティ (Royalty) | 11,056 | 13,094 | 11,850 | 13,916 | 49,917 |
| ハードウェア・システムズ仕入原価 (HW Systems Purchasing Expenses) | 4,108 | 3,789 | 4,364 | 3,496 | 15,758 |
| 人件費 (Human Resources) | 6,996 | 7,402 | 7,396 | 7,770 | 29,566 |
| 業務委託費(Outsourcing) | 2,268 | 2,864 | 2,426 | 3,267 | 10,826 |
| 広告宣伝費 (Advertising) | 307 | 144 | 158 | 450 | 1,061 |
| ファシリティ関連 (Facility) * | 625 | 637 | 644 | 626 | 2,534 |
| その他 (Others) | 980 | 1,197 | 994 | 1,128 | 4,301 |

* 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.

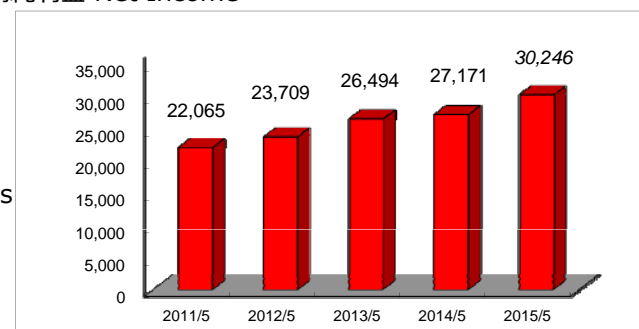
8.会社概要 Corporate Overview

- 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 22,956百万円 (million yen)
- 代表執行役
Representative Executive Officer 杉原 博茂
Hiroshige Sugihara
- 従業員数
Number of Employees 2,421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



2016年2月29日現在 / as of February 29, 2016

「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.**