# 株式会社アウトソーシング　FACTSHEET（IFRS）

（注）2018年12月期より、事業セグメント区分を変更しております。2017年12月期については、新区分に組み替えて掲載しております。また、2018年12月期第2四半期において行った企業結合に係る暫定的な会計処理の確定に伴い、2018年12月期第2四半期以降の連結財務諸表を遡及修正しております。

## Income（旧PL）

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| 売上収益 | 50,238 | 55,573 | 105,811 | 59,704 | 64,657 | 124,361 | 230,172 | 63,198 | 75,901 | 139,099 | 81,959 | 90,253 | 172,212 | 311,311 | 86,404 | 91,181 | 177,585 | | | | |
| 売上原価 | 40,895 | 45,140 | 86,035 | 47,727 | 50,594 | 98,321 | 184,356 | 50,948 | 61,670 | 112,618 | 65,599 | 70,694 | 136,293 | 248,911 | 70,339 | 74,393 | 144,732 | | | | |
| 売上総利益 | 9,343 | 10,433 | 19,776 | 11,977 | 14,063 | 26,040 | 45,816 | 12,250 | 14,231 | 26,481 | 16,360 | 19,559 | 35,919 | 62,400 | 16,065 | 16,788 | 32,853 | | | | |
| 販売費及び一般管理費 | 8,009 | 8,480 | 16,489 | 8,929 | 9,368 | 18,297 | 34,786 | 9,922 | 11,693 | 21,615 | 12,240 | 13,815 | 26,055 | 47,670 | 14,361 | 14,702 | 29,063 | | | | |
| その他の営業収益 | 142 | 174 | 316 | 291 | 53 | 344 | 660 | 87 | 366 | 219 | 146 | 667 | 813 | 1,032 | 969 | 1,120 | 2,089 | | | | |
| その他の営業費用 | 54 | 75 | 129 | 109 | 92 | 201 | 330 | 365 | 147 | 278 | 42 | 770 | 812 | 1,090 | 130 | 46 | 176 | | | | |
| EBITDA* | 1,983 | 2,667 | 4,650 | 3,852 | 5,314 | 9,166 | 13,816 | 2,722 | 3,603 | 6,325 | 5,178 | 6,736 | 11,914 | 18,239 | 5,394 | 5,949 | 11,343 | | | | |
| 営業利益 | 1,422 | 2,052 | 3,474 | 3,230 | 4,656 | 7,886 | 11,360 | 2,050 | 2,757 | 4,807 | 4,224 | 5,641 | 9,865 | 14,672 | 2,543 | 3,160 | 5,703 | | | | |
| 金融収益 | 132 | 95 | 227 | 81 | 54 | 135 | 362 | 359 | 19 | 69 | 40 | 16 | 56 | 66 | 297 | 38 | 52 | | | | |
| 金融費用 | 315 | 311 | 626 | 377 | 324 | 701 | 1,327 | 474 | 925 | 1,090 | 221 | 850 | 1,071 | 2,102 | 1,437 | 1,069 | 2,223 | | | | |
| 税引前利益 | 1,239 | 1,836 | 3,075 | 2,934 | 4,386 | 7,320 | 10,395 | 1,935 | 1,851 | 3,786 | 4,044 | 4,806 | 8,850 | 12,636 | 1,403 | 2,129 | 3,532 | | | | |
| 法人所得税費用 | 525 | 810 | 1,335 | 975 | 1,156 | 2,131 | 3,466 | 624 | 772 | 1,396 | 1,711 | 1,162 | 2,873 | 4,269 | 723 | 827 | 1,550 | | | | |
| 当期利益 | 714 | 1,026 | 1,740 | 1,959 | 3,230 | 5,189 | 6,929 | 1,311 | 1,079 | 2,390 | 2,333 | 3,644 | 5,977 | 8,367 | 680 | 1,302 | 1,982 | | | | |
| 親会社の所有者に帰属する当期利益 | 544 | 846 | 1,390 | 1,750 | 3,040 | 4,790 | 6,180 | 1,186 | 841 | 2,027 | 2,019 | 3,485 | 5,504 | 7,531 | 498 | 1,013 | 1,511 | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

＊ EBITDA＝営業利益＋減価償却費

| （%） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| 利益率 | | | | | | | | | | | | | | | | | | | | | |
| 原価率 | 81.4% | 81.2% | 81.3% | 79.9% | 78.2% | 79.1% | 80.1% | 80.6% | 81.3% | 81.0% | 80.0% | 78.3% | 79.1% | 80.0% | 81.4% | 81.6% | 81.5% | | | | |
| 総利益率 | 18.6% | 18.8% | 18.7% | 20.1% | 21.8% | 20.9% | 19.9% | 19.4% | 18.7% | 19.0% | 20.0% | 21.7% | 20.9% | 20.0% | 18.6% | 18.4% | 18.5% | | | | |
| 販管費率 | 15.9% | 15.3% | 15.6% | 15.0% | 14.5% | 14.7% | 15.1% | 15.7% | 15.4% | 15.5% | 14.6% | 15.6% | 15.1% | 15.3% | 16.6% | 16.1% | 16.4% | | | | |
| EBITDAマージン | 3.9% | 4.8% | 4.4% | 6.5% | 8.2% | 7.4% | 6.0% | 4.3% | 4.7% | 4.5% | 6.3% | 7.5% | 6.9% | 5.9% | 6.2% | 6.5% | 6.4% | | | | |
| 営業利益率 | 2.8% | 3.7% | 3.3% | 5.4% | 7.2% | 6.3% | 4.9% | 3.2% | 3.6% | 3.5% | 5.5% | 6.0% | 5.7% | 4.7% | 2.9% | 3.5% | 3.2% | | | | |
| 税引前利益率 | 2.5% | 3.3% | 2.9% | 4.9% | 6.8% | 5.9% | 4.5% | 3.1% | 2.4% | 2.7% | 5.2% | 5.0% | 5.1% | 4.1% | 1.6% | 2.3% | 2.0% | | | | |
| 親会社所有者帰属当期利益率 | 1.1% | 1.5% | 1.3% | 2.9% | 4.7% | 3.9% | 2.7% | 1.9% | 1.1% | 1.5% | 2.6% | 3.7% | 3.2% | 2.4% | 0.6% | 1.1% | 0.9% | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

## セグメント別情報

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **セグメント別売上収益** | **50,238** | **55,573** | **105,811** | **59,704** | **64,657** | **124,361** | **230,172** | **63,198** | **75,901** | **139,099** | **81,959** | **90,253** | **172,212** | **311,311** | **86,404** | **91,181** | **177,585** | | | | |
| 国内技術系アウトソーシング事業 | 11,279 | 12,306 | 23,315 | 13,174 | 14,775 | 27,949 | 51,264 | 15,359 | 17,188 | 32,547 | 18,826 | 21,061 | 39,887 | 72,434 | 20,513 | 22,321 | 42,834 | | | | |
| 国内製造系アウトソーシング事業 | 10,909 | 11,633 | 22,542 | 12,542 | 14,091 | 26,633 | 49,175 | 13,848 | 14,937 | 28,785 | 15,853 | 17,664 | 33,517 | 62,302 | 17,546 | 17,957 | 35,503 | | | | |
| 国内サービス系アウトソーシング事業 | 823 | 3,801 | 4,624 | 3,813 | 4,649 | 8,462 | 13,086 | 4,574 | 4,675 | 9,249 | 4,145 | 4,609 | 8,754 | 18,003 | 4,806 | 5,351 | 10,157 | | | | |
| 海外技術系事業 | 6,491 | 7,069 | 13,560 | 7,711 | 7,654 | 15,365 | 28,925 | 7,329 | 8,836 | 16,165 | 9,305 | 11,100 | 20,405 | 36,570 | 10,364 | 11,561 | 21,925 | | | | |
| 海外製造系及びサービス系事業 | 20,612 | 20,924 | 41,536 | 22,351 | 23,375 | 45,726 | 87,262 | 21,943 | 30,159 | 52,102 | 33,748 | 35,714 | 69,462 | 121,564 | 33,014 | 33,834 | 66,848 | | | | |
| その他の事業 | 124 | 110 | 234 | 113 | 113 | 226 | 460 | 145 | 106 | 251 | 82 | 105 | 187 | 438 | 161 | 157 | 318 | | | | |
| **セグメント利益又は損失（－）** | **1,422** | **2,052** | **3,474** | **3,230** | **4,657** | **7,886** | **11,360** | **2,050** | **2,757** | **4,807** | **4,224** | **5,641** | **9,865** | **14,672** | **2,543** | **3,160** | **5,703** | | | | |
| 国内技術系アウトソーシング事業 | 583 | 661 | 1,244 | 1,243 | 1,808 | 3,051 | 4,295 | 986 | 1,299 | 2,285 | 1,767 | 3,215 | 4,982 | 7,267 | 1,348 | 1,049 | 2,397 | | | | |
| 国内製造系アウトソーシング事業 | 655 | 907 | 1,562 | 981 | 2,011 | 2,992 | 4,554 | 1,368 | 1,370 | 2,738 | 1,640 | 2,916 | 4,556 | 7,294 | 1,369 | 1,650 | 3,019 | | | | |
| 国内サービス系アウトソーシング事業 | -5 | 292 | 287 | 328 | 341 | 669 | 956 | 356 | 301 | 657 | 387 | 327 | 714 | 1,371 | 400 | 643 | 1,043 | | | | |
| 海外技術系事業 | 164 | 291 | 455 | 388 | 389 | 777 | 1,232 | 309 | 355 | 664 | 484 | 572 | 1,056 | 1,720 | 583 | 618 | 1,201 | | | | |
| 海外製造系及びサービス系事業 | 929 | 655 | 1,584 | 1,246 | 897 | 2,143 | 3,727 | 380 | 917 | 1,297 | 1,242 | -291 | 951 | 2,248 | 335 | 1,022 | 1,357 | | | | |
| その他の事業 | 8 | -7 | 1 | 16 | 20 | 36 | 37 | 19 | 42 | 61 | 23 | -31 | -8 | 53 | 2 | 44 | 46 | | | | |
| 調整額 | -912 | -747 | -1,659 | -972 | -810 | -1,782 | -3,441 | -1,368 | -1,527 | -2,895 | -1,319 | -1,067 | -2,386 | -5,281 | -1,494 | -1,866 | -3,360 | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

（注）2018年12月期より、事業セグメント区分を変更しております。2017年12月期については、新区分に組み替えて掲載しております。また、2018年12月期第2四半期において行った企業結合に係る暫定的な会計処理の確定に伴い、2018年12月期第2四半期以降の連結財務諸表を遡及修正しております。

## 国内採用人数、人員数、採用単価

| （人） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **国内採用人数** | **3,636** | **6,136** | **9,772** | **5,241** | **4,936** | **10,177** | **19,949** | **4,854** | **7,073** | **11,927** | **6,340** | **6,613** | **12,953** | **24,880** | **5,195** | **7,247** | **12,442** | | | | |
| 技術系 | 475 | 1,328 | 1,803 | 1,134 | 1,143 | 2,277 | 4,080 | 1,017 | 2,171 | 3,188 | 1,835 | 1,246 | 3,081 | 6,269 | 1,155 | 2,836 | 3,991 | | | | |
| 製造系 | 1,729 | 2,159 | 3,888 | 1,994 | 1,965 | 3,959 | 7,847 | 1,681 | 2,648 | 4,329 | 2,308 | 3,386 | 5,694 | 10,023 | 2,046 | 2,488 | 4,534 | | | | |
| サービス系 | 598 | 1,584 | 2,182 | 1,232 | 994 | 2,226 | 4,408 | 1,338 | 1,221 | 2,559 | 1,226 | 951 | 2,177 | 4,736 | 1,070 | 889 | 1,959 | | | | |
| 人材紹介 | 834 | 1,065 | 1,899 | 881 | 834 | 1,715 | 3,614 | 818 | 1,033 | 1,851 | 971 | 1,030 | 2,001 | 3,852 | 924 | 1,034 | 1,958 | | | | |
| **期末外勤社員数** | **51,378** | **54,221** | **54,221** | **56,606** | **59,883** | **59,883** | **59,883** | **57,789** | **74,043** | **74,043** | **77,024** | **77,746** | **77,746** | **77,746** | **74,978** | **80,140** | **80,140** | | | | |
| **国内** | **17,532** | **19,964** | **19,964** | **21,450** | **22,747** | **22,747** | **22,747** | **23,417** | **25,757** | **25,757** | **27,320** | **29,835** | **29,835** | **29,835** | **29,418** | **31,715** | **31,715** | | | | |
| 国内技術系アウトソーシング事業 | 6,286 | 7,161 | 7,161 | 7,956 | 8,716 | 8,716 | 8,716 | 9,474 | 10,943 | 10,943 | 12,138 | 12,763 | 12,763 | 12,763 | 13,214 | 15,036 | 15,036 | | | | |
| IT関係 | 1,521 | 1,612 | 1,612 | 2,110 | 2,278 | 2,278 | 2,278 | 2,330 | 2,501 | 2,501 | 2,555 | 2,680 | 2,680 | 2,680 | 2,784 | 3,127 | 3,127 | | | | |
| 建設・プラント関係 | 889 | 1,039 | 1,039 | 1,131 | 1,330 | 1,330 | 1,330 | 1,506 | 1,752 | 1,752 | 1,774 | 1,856 | 1,856 | 1,856 | 2,015 | 2,381 | 2,381 | | | | |
| 国内技術系アウトソーシング事業稼働率（%） | 98.2% | 96.9% | 97.5% | 97.8% | 97.3% | 97.5% | 97.5% | 95.9% | 94.7% | 95.2% | 96.8% | 96.7% | 96.8% | 96.1% | 96.9% | 92.4% | 94.5% | | | | |
| 国内製造系アウトソーシング事業 | 9,480 | 10,295 | 10,295 | 10,686 | 11,096 | 11,096 | 11,096 | 11,050 | 11,826 | 11,826 | 12,363 | 13,698 | 13,698 | 13,698 | 13,531 | 14,018 | 14,018 | | | | |
| 国内サービス系アウトソーシング事業 | 1,762 | 2,503 | 2,503 | 2,803 | 2,932 | 2,932 | 2,932 | 2,890 | 2,985 | 2,985 | 2,815 | 3,370 | 3,370 | 3,370 | 2,670 | 2,657 | 2,657 | | | | |
| 小売関係 | 1,404 | 1,746 | 1,746 | 2,000 | 642 | 642 | 642 | 712 | 542 | 542 | 521 | 533 | 533 | 533 | 338 | 349 | 349 | | | | |
| 公共関係 | 311 | 757 | 757 | 803 | 960 | 960 | 960 | 890 | 1,023 | 1,023 | 974 | 982 | 982 | 982 | 927 | 946 | 946 | | | | |
| その他 | 47 | 0 | 0 | 0 | 1,330 | 1,330 | 1,330 | 1,288 | 1,420 | 1,420 | 1,320 | 1,855 | 1,855 | 1,855 | 1,405 | 1,362 | 1,362 | | | | |
| その他の事業 | 4 | 5 | 5 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | | | | |
| **海外** | **33,846** | **34,257** | **34,257** | **35,156** | **37,136** | **37,136** | **37,136** | **34,372** | **48,286** | **48,286** | **49,704** | **47,911** | **47,911** | **47,911** | **45,560** | **48,425** | **48,425** | | | | |
| 海外技術系事業 | 1,893 | 2,038 | 2,038 | 2,132 | 1,956 | 1,956 | 1,956 | 2,091 | 2,252 | 2,252 | 2,507 | 3,043 | 3,043 | 3,043 | 3,280 | 3,718 | 3,718 | | | | |
| 海外製造系及びサービス系事業 | 31,953 | 32,219 | 32,219 | 33,024 | 35,180 | 35,180 | 35,180 | 32,281 | 46,034 | 46,034 | 47,197 | 44,868 | 44,868 | 44,868 | 42,280 | 44,707 | 44,707 | | | | |
| 生産アウトソーシング系 | 19,369 | 19,264 | 19,264 | 20,861 | 22,113 | 22,113 | 22,113 | 17,925 | 30,330 | 30,330 | 31,709 | 28,733 | 28,733 | 28,733 | 26,522 | 29,417 | 29,417 | | | | |
| その他 | 12,584 | 12,955 | 12,955 | 12,163 | 12,817 | 12,817 | 12,817 | 14,356 | 15,704 | 15,704 | 15,488 | 16,135 | 16,135 | 16,135 | 15,758 | 15,290 | 15,290 | | | | |
| **期末委託管理人数** | 3,381 | 3,480 | 3,480 | 4,095 | 5,628 | 5,628 | 5,628 | 5,554 | 6,716 | 6,716 | 7,467 | 11,225 | 11,225 | 11,225 | 12,418 | 13,528 | 13,528 | | | | |
| **人材紹介人数** | 834 | 1,065 | 1,899 | 881 | 834 | 1,715 | 3,614 | 818 | 1,033 | 1,851 | 971 | 1,030 | 2,001 | 3,852 | 924 | 1,034 | 1,958 | | | | |
| **連結内勤社員数** | 3,168 | 3,505 | 3,505 | 3,613 | 3,759 | 3,759 | 3,759 | 3,914 | 4,685 | 4,685 | 5,487 | 5,408 | 5,408 | 5,408 | 5,616 | 5,960 | 5,960 | | | | |

| | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **採用単価（円/人）** | | | | | | | | | | | | | | | | | | | | | |
| 国内技術系アウトソーシング事業 | 638,072 | 241,584 | 346,039 | 277,031 | 367,182 | 322,285 | 332,782 | 610,174 | 222,519 | 346,184 | 299,054 | 561,433 | 405,164 | 375,171 | 598,655 | 212,352 | 324,149 | | | | |
| 国内製造系アウトソーシング事業 | 73,625 | 56,920 | 64,349 | 70,294 | 65,004 | 67,669 | 66,024 | 101,105 | 64,093 | 78,465 | 78,574 | 43,208 | 57,543 | 66,580 | 126,977 | 51,301 | 85,450 | | | | |
| 国内サービス系アウトソーシング事業 | 25,346 | 10,737 | 14,741 | 18,630 | 10,326 | 14,922 | 14,832 | 19,229 | 19,007 | 19,123 | 18,721 | 14,795 | 17,006 | 18,150 | 27,456 | 17,846 | 23,095 | | | | |
| 有料職業紹介事業 | 146,327 | 119,434 | 131,245 | 149,185 | 139,226 | 144,342 | 137,460 | 162,725 | 149,994 | 155,620 | 152,800 | 111,995 | 131,796 | 143,244 | 196,934 | 154,781 | 174,674 | | | | |
| 採用募集費（千円） | 567,575 | 587,919 | 1,155,494 | 608,704 | 673,801 | 1,282,505 | 2,437,999 | 949,341 | 830,959 | 1,780,299 | 901,433 | 975,273 | 1,876,706 | 3,657,006 | 1,162,587 | 905,777 | 2,068,364 | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

（注）2018年12月期より、事業セグメント区分を変更しております。2017年12月期については、新区分に組み替えて掲載しております。また、2018年12月期第2四半期において行った企業結合に係る暫定的な会計処理の確定に伴い、2018年12月期第2四半期以降の連結財務諸表を遡及修正しております。

## 業種別、地域別情報

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **業種別売上収益** | **50,238** | **55,573** | **105,811** | **59,704** | **64,657** | **124,361** | **230,172** | **63,198** | **75,901** | **139,099** | **81,959** | **90,253** | **172,212** | **311,311** | **86,404** | **91,181** | **177,585** | | | | |
| 国内技術系アウトソーシング事業 | 11,279 | 12,036 | 23,315 | 13,174 | 14,775 | 27,949 | 51,264 | 15,359 | 17,188 | 32,547 | 18,826 | 21,061 | 39,887 | 72,434 | 20,513 | 22,321 | 42,834 | | | | |
| 電気機器関係 | 2,204 | 2,589 | 4,793 | 2,663 | 3,097 | 5,760 | 10,553 | 3,056 | 3,504 | 6,560 | 3,803 | 4,233 | 8,036 | 14,596 | 3,741 | 3,828 | 7,569 | | | | |
| 輸送用機器関係 | 2,731 | 2,926 | 5,657 | 3,139 | 3,595 | 6,734 | 12,391 | 3,927 | 4,429 | 8,356 | 4,621 | 5,235 | 9,856 | 18,212 | 4,883 | 4,930 | 9,813 | | | | |
| 化学・薬品関係 | 556 | 544 | 1,100 | 569 | 628 | 1,197 | 2,297 | 579 | 730 | 1,309 | 1,404 | 1,929 | 3,333 | 4,642 | 1,634 | 1,861 | 3,495 | | | | |
| IT関係 | 3,521 | 3,538 | 7,059 | 4,181 | 4,595 | 8,776 | 15,835 | 4,739 | 4,883 | 9,622 | 5,076 | 5,526 | 10,602 | 20,224 | 5,914 | 6,808 | 12,722 | | | | |
| 建設・プラント関係 | 1,487 | 1,551 | 3,038 | 1,702 | 1,828 | 3,530 | 6,568 | 1,960 | 2,367 | 4,327 | 2,446 | 2,779 | 5,225 | 9,552 | 2,943 | 3,454 | 6,397 | | | | |
| その他 | 780 | 888 | 1,668 | 920 | 1,032 | 1,952 | 3,620 | 1,098 | 1,275 | 2,373 | 1,476 | 1,359 | 2,835 | 5,208 | 1,398 | 1,440 | 2,838 | | | | |
| 国内製造系アウトソーシング事業 | 10,909 | 11,633 | 22,542 | 12,542 | 14,091 | 26,633 | 49,175 | 13,848 | 14,937 | 28,785 | 15,853 | 17,664 | 33,517 | 62,302 | 17,546 | 17,957 | 35,503 | | | | |
| 電気機器関係 | 4,120 | 4,319 | 8,439 | 4,683 | 5,031 | 9,714 | 18,153 | 4,626 | 4,583 | 9,209 | 4,715 | 4,733 | 9,448 | 18,657 | 4,280 | 4,429 | 8,709 | | | | |
| 輸送用機器関係 | 3,685 | 3,954 | 7,639 | 4,295 | 4,942 | 9,237 | 16,876 | 5,340 | 6,134 | 11,474 | 6,686 | 8,002 | 14,688 | 26,162 | 8,382 | 8,441 | 16,823 | | | | |
| 化学・薬品関係 | 1,082 | 1,083 | 2,165 | 1,111 | 1,198 | 2,309 | 4,474 | 1,203 | 1,322 | 2,525 | 1,276 | 1,388 | 2,664 | 5,189 | 1,291 | 1,384 | 2,675 | | | | |
| 金属・建材関係 | 896 | 962 | 1,868 | 1,054 | 1,151 | 2,205 | 4,073 | 966 | 971 | 1,937 | 1,190 | 1,292 | 2,482 | 4,419 | 1,230 | 1,195 | 2,425 | | | | |
| 食品関係 | 365 | 464 | 829 | 423 | 464 | 887 | 1,716 | 410 | 428 | 838 | 503 | 591 | 1,094 | 1,932 | 552 | 640 | 1,192 | | | | |
| その他 | 761 | 841 | 1,602 | 976 | 1,305 | 2,281 | 3,883 | 1,303 | 1,499 | 2,802 | 1,483 | 1,658 | 3,141 | 5,943 | 1,811 | 1,868 | 3,679 | | | | |
| 国内サービス系アウトソーシング事業 | 823 | 3,801 | 4,624 | 3,813 | 4,649 | 8,462 | 13,086 | 4,574 | 4,675 | 9,249 | 4,145 | 4,609 | 8,754 | 18,003 | 4,806 | 5,351 | 10,157 | | | | |
| 小売関係 | 403 | 429 | 832 | 450 | 447 | 897 | 1,729 | 400 | 368 | 768 | 354 | 306 | 660 | 1,428 | 239 | 240 | 479 | | | | |
| 公共関係 | 172 | 2,904 | 3,076 | 2,926 | 3,626 | 6,552 | 9,628 | 3,637 | 3,540 | 7,177 | 3,119 | 3,580 | 6,699 | 13,876 | 3,870 | 4,403 | 8,273 | | | | |
| その他 | 248 | 468 | 716 | 437 | 576 | 1,013 | 1,729 | 537 | 767 | 1,304 | 672 | 723 | 1,395 | 2,699 | 697 | 708 | 1,405 | | | | |
| 海外技術系事業 | 6,491 | 7,069 | 13,560 | 7,711 | 7,654 | 15,365 | 28,925 | 7,329 | 8,836 | 16,165 | 9,305 | 11,100 | 20,405 | 36,570 | 10,364 | 11,561 | 21,925 | | | | |
| 電気機器関係 | 15 | 38 | 53 | 49 | 48 | 97 | 150 | 47 | 52 | 99 | 60 | 166 | 226 | 325 | 128 | 130 | 258 | | | | |
| 輸送用機器関係 | 69 | 64 | 133 | 77 | 95 | 172 | 305 | 67 | 237 | 304 | 162 | 223 | 385 | 689 | 262 | 297 | 559 | | | | |
| 化学・薬品関係 | 110 | 120 | 230 | 131 | 154 | 285 | 515 | 128 | 100 | 228 | 143 | 164 | 307 | 535 | 132 | 121 | 253 | | | | |
| IT関係 | 628 | 661 | 1,290 | 605 | 698 | 1,303 | 2,593 | 841 | 854 | 1,695 | 950 | 1,141 | 2,091 | 3,786 | 1,005 | 1,150 | 2,155 | | | | |
| 金属・建材関係 | 61 | 32 | 93 | 42 | 47 | 89 | 182 | 55 | 69 | 124 | 92 | 95 | 187 | 311 | 51 | 54 | 105 | | | | |
| 建設・プラント関係 | 55 | 57 | 112 | 59 | 54 | 113 | 225 | 71 | 22 | 93 | 34 | 43 | 77 | 170 | 22 | 189 | 211 | | | | |
| 食品関係 | 1 | 1 | 2 | 1 | 11 | 12 | 14 | 2 | 26 | 28 | 10 | 28 | 38 | 66 | 26 | 46 | 72 | | | | |
| 小売関係 | 246 | 262 | 508 | 239 | 311 | 551 | 1,059 | 345 | 172 | 517 | 326 | 358 | 684 | 1,201 | 257 | 294 | 551 | | | | |
| 公共関係 | 3,916 | 4,341 | 8,257 | 3,941 | 4,667 | 8,608 | 16,865 | 3,865 | 5,364 | 9,229 | 5,402 | 5,695 | 11,097 | 20,326 | 5,719 | 6,135 | 11,854 | | | | |
| 金融関係 | 1,069 | 1,120 | 2,189 | 1,084 | 1,373 | 2,457 | 4,646 | 1,149 | 1,589 | 2,738 | 1,695 | 2,245 | 3,940 | 6,678 | 2,010 | 2,260 | 4,270 | | | | |
| その他 | 321 | 372 | 693 | 1,483 | 195 | 1,678 | 2,371 | 759 | 351 | 1,110 | 431 | 942 | 1,373 | 2,483 | 752 | 885 | 1,637 | | | | |
| 海外製造系及びサービス系事業 | 20,612 | 20,924 | 41,536 | 22,351 | 23,375 | 45,726 | 87,262 | 21,943 | 30,159 | 52,102 | 33,748 | 35,714 | 69,462 | 121,564 | 33,014 | 33,834 | 66,848 | | | | |
| 電気機器関係 | 4,363 | 4,344 | 8,707 | 3,673 | 5,091 | 8,764 | 17,471 | 5,350 | 4,963 | 10,313 | 6,705 | 5,404 | 12,109 | 22,422 | 5,078 | 4,754 | 9,832 | | | | |
| 輸送用機器関係 | 3,726 | 3,589 | 7,315 | 3,454 | 4,644 | 8,098 | 15,413 | 3,661 | 4,082 | 7,743 | 4,622 | 4,089 | 8,711 | 16,454 | 3,808 | 3,598 | 7,406 | | | | |
| 化学・薬品関係 | 982 | 1,144 | 2,126 | 856 | 1,348 | 2,204 | 4,330 | 798 | 1,524 | 2,322 | 1,260 | 1,138 | 2,398 | 4,720 | 1,000 | 921 | 1,921 | | | | |
| IT関係 | 875 | 914 | 1,789 | 747 | 835 | 1,582 | 3,371 | 810 | 912 | 1,722 | 853 | 860 | 1,713 | 3,435 | 800 | 1,048 | 1,848 | | | | |
| 金属・建材関係 | 336 | 352 | 688 | 270 | 391 | 661 | 1,349 | 353 | 376 | 729 | 391 | 364 | 755 | 1,484 | 330 | 277 | 607 | | | | |
| 建設・プラント関係 | 360 | 336 | 696 | 317 | 290 | 607 | 1,303 | 395 | 389 | 784 | 441 | 527 | 968 | 1,752 | 510 | 545 | 1,055 | | | | |
| 食品関係 | 411 | 423 | 834 | 618 | 510 | 1,129 | 1,963 | 534 | 1,425 | 1,959 | 1,869 | 1,536 | 3,405 | 5,364 | 1,211 | 1,230 | 2,441 | | | | |
| 小売関係 | 2,432 | 2,308 | 4,740 | 72 | 2,420 | 2,492 | 7,232 | 2,077 | 4,602 | 6,679 | 4,788 | 9,384 | 14,172 | 20,851 | 7,282 | 6,845 | 14,127 | | | | |
| 公共関係 | 5,290 | 5,409 | 10,699 | 2,078 | 6,118 | 8,196 | 18,895 | 5,602 | 6,191 | 11,793 | 6,600 | 8,772 | 15,372 | 27,165 | 8,155 | 7,668 | 15,823 | | | | |
| 金融関係 | 419 | 448 | 867 | 380 | 542 | 922 | 1,789 | 599 | 555 | 1,154 | 564 | 249 | 813 | 1,967 | 453 | 441 | 894 | | | | |
| その他 | 1,418 | 1,657 | 3,075 | 9,886 | 1,185 | 11,071 | 14,146 | 1,764 | 5,140 | 6,904 | 5,655 | 3,391 | 9,046 | 15,950 | 4,387 | 6,507 | 10,894 | | | | |
| その他の事業 | 124 | 110 | 234 | 113 | 113 | 226 | 460 | 145 | 106 | 251 | 82 | 105 | 187 | 438 | 161 | 157 | 318 | | | | |
| **地域別売上収益** | **50,238** | **55,573** | **105,811** | **59,704** | **64,657** | **124,361** | **230,172** | **63,198** | **75,901** | **139,099** | **81,959** | **90,253** | **172,212** | **311,311** | **86,404** | **91,181** | **177,585** | | | | |
| 日本 | 23,135 | 27,580 | 50,715 | 29,642 | 33,628 | 63,270 | 113,985 | 33,926 | 36,906 | 70,832 | 38,906 | 43,439 | 82,345 | 153,177 | 43,026 | 45,786 | 88,812 | | | | |
| アジア（除く、日本） | 4,232 | 4,500 | 8,732 | 4,751 | 5,289 | 10,040 | 18,772 | 4,716 | 4,367 | 9,083 | 4,453 | 3,340 | 7,793 | 16,876 | 3,414 | 3,427 | 6,841 | | | | |
| オセアニア | 8,685 | 9,540 | 18,225 | 10,178 | 10,048 | 20,226 | 38,451 | 9,149 | 11,133 | 20,282 | 11,347 | 12,821 | 24,168 | 44,450 | 11,783 | 13,271 | 25,054 | | | | |
| 欧州 | 12,922 | 12,866 | 25,788 | 14,030 | 14,309 | 28,339 | 54,127 | 14,057 | 21,785 | 35,842 | 25,456 | 28,357 | 53,813 | 89,655 | 26,225 | 26,573 | 52,798 | | | | |
| 南米 | 1,264 | 1,087 | 2,351 | 1,103 | 1,383 | 2,486 | 4,837 | 1,350 | 1,710 | 3,060 | 1,797 | 2,296 | 4,093 | 7,153 | 1,956 | 2,124 | 4,080 | | | | |

（注）2018年12月期より、事業セグメント区分を変更しております。2017年12月期については、新区分に組み替えて掲載しております。また、2018年12月期第2四半期において行った企業結合に係る暫定的な会計処理の確定に伴い、2018年12月期第2四半期以降の連結財務諸表を遡及修正しております。

## 業種別、地域別情報

| (%) | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **業種別売上収益構成比** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | | | | |
| 国内技術系アウトソーシング事業 | 22.5% | 21.7% | 22.0% | 22.1% | 22.9% | 22.5% | 22.3% | 24.3% | 22.7% | 23.4% | 23.0% | 23.3% | 23.2% | 23.3% | 23.7% | 24.5% | 24.1% | | | | |
| 電気機器関係 | 4.4% | 4.6% | 4.5% | 4.5% | 4.8% | 4.6% | 4.6% | 4.8% | 4.6% | 4.7% | 4.7% | 4.7% | 4.7% | 4.7% | 4.3% | 4.2% | 4.2% | | | | |
| 輸送用機器関係 | 5.4% | 5.3% | 5.3% | 5.3% | 5.6% | 5.4% | 5.4% | 6.2% | 5.9% | 6.0% | 5.6% | 5.8% | 5.7% | 5.8% | 5.7% | 5.4% | 5.5% | | | | |
| 化学・薬品関係 | 1.1% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 1.0% | 0.9% | 1.0% | 1.0% | 1.7% | 2.1% | 1.9% | 1.5% | 1.9% | 2.0% | 2.0% | | | | |
| IT関係 | 7.0% | 6.4% | 6.7% | 7.0% | 7.1% | 7.1% | 6.9% | 7.5% | 6.4% | 6.9% | 6.2% | 6.1% | 6.2% | 6.5% | 6.8% | 7.5% | 7.2% | | | | |
| 建設・プラント関係 | 3.0% | 2.8% | 2.9% | 2.8% | 2.8% | 2.8% | 2.8% | 3.1% | 3.1% | 3.1% | 3.0% | 3.1% | 3.0% | 3.1% | 3.4% | 3.8% | 3.6% | | | | |
| その他 | 1.6% | 1.6% | 1.6% | 1.5% | 1.6% | 1.6% | 1.6% | 1.8% | 1.7% | 1.7% | 1.8% | 1.5% | 1.7% | 1.7% | 1.6% | 1.6% | 1.6% | | | | |
| 国内製造系アウトソーシング事業 | 21.7% | 20.9% | 21.3% | 21.0% | 21.8% | 21.4% | 21.3% | 21.9% | 19.7% | 20.7% | 19.3% | 19.6% | 19.5% | 20.0% | 20.3% | 19.7% | 20.0% | | | | |
| 電気機器関係 | 8.2% | 7.8% | 8.0% | 7.8% | 7.8% | 7.8% | 7.9% | 7.3% | 6.0% | 6.6% | 5.7% | 5.3% | 5.5% | 6.0% | 5.0% | 4.9% | 4.9% | | | | |
| 輸送用機器関係 | 7.3% | 7.1% | 7.2% | 7.2% | 7.6% | 7.4% | 7.3% | 8.5% | 8.1% | 8.3% | 8.2% | 8.9% | 8.5% | 8.4% | 9.7% | 9.3% | 9.5% | | | | |
| 化学・薬品関係 | 2.2% | 2.0% | 2.0% | 1.9% | 1.9% | 1.9% | 1.9% | 1.9% | 1.7% | 1.8% | 1.6% | 1.5% | 1.6% | 1.7% | 1.5% | 1.5% | 1.5% | | | | |
| 金属・建材関係 | 1.8% | 1.7% | 1.8% | 1.8% | 1.8% | 1.8% | 1.8% | 1.5% | 1.3% | 1.4% | 1.4% | 1.4% | 1.5% | 1.4% | 1.4% | 1.3% | 1.3% | | | | |
| 食品関係 | 0.7% | 0.8% | 0.8% | 0.7% | 0.7% | 0.7% | 0.7% | 0.6% | 0.6% | 0.6% | 0.6% | 0.7% | 0.6% | 0.6% | 0.6% | 0.7% | 0.7% | | | | |
| その他 | 1.5% | 1.5% | 1.5% | 1.6% | 2.0% | 1.8% | 1.7% | 2.1% | 2.0% | 2.0% | 1.8% | 1.8% | 1.8% | 1.9% | 2.1% | 2.0% | 2.1% | | | | |
| 国内サービス系アウトソーシング事業 | 1.6% | 6.8% | 4.4% | 6.4% | 7.2% | 6.8% | 5.7% | 7.2% | 6.1% | 6.6% | 5.1% | 5.1% | 5.1% | 5.8% | 5.6% | 5.8% | 5.7% | | | | |
| 小売関係 | 0.8% | 0.8% | 0.8% | 0.8% | 0.7% | 0.7% | 0.8% | 0.6% | 0.5% | 0.5% | 0.5% | 0.3% | 0.4% | 0.5% | 0.3% | 0.2% | 0.3% | | | | |
| 公共関係 | 0.3% | 5.2% | 2.9% | 4.9% | 5.6% | 5.3% | 4.2% | 5.8% | 4.6% | 5.2% | 3.8% | 4.0% | 3.9% | 4.4% | 4.5% | 4.8% | 4.6% | | | | |
| その他 | 0.5% | 0.8% | 0.7% | 0.7% | 0.9% | 0.8% | 0.7% | 0.8% | 1.0% | 0.9% | 0.8% | 0.8% | 0.8% | 0.9% | 0.8% | 0.8% | 0.8% | | | | |
| 海外技術系事業 | 12.9% | 12.7% | 12.8% | 12.9% | 11.8% | 12.3% | 12.6% | 11.6% | 11.6% | 11.6% | 11.3% | 12.3% | 11.8% | 11.7% | 12.0% | 12.7% | 12.4% | | | | |
| 電気機器関係 | 0.0% | 0.1% | 0.0% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | | | | |
| 輸送用機器関係 | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.1% | 0.3% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.3% | 0.3% | 0.3% | | | | |
| 化学・薬品関係 | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.1% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.1% | 0.2% | | | | |
| IT関係 | 1.3% | 1.2% | 1.2% | 1.0% | 1.1% | 1.0% | 1.1% | 1.3% | 1.1% | 1.2% | 1.1% | 1.3% | 1.2% | 1.2% | 1.2% | 1.3% | 1.2% | | | | |
| 金属・建材関係 | 0.1% | 0.0% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | | | | |
| 建設・プラント関係 | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.0% | 0.1% | 0.0% | 0.1% | 0.1% | 0.1% | 0.0% | 0.2% | 0.1% | | | | |
| 食品関係 | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | | | | |
| 小売関係 | 0.5% | 0.5% | 0.5% | 0.4% | 0.5% | 0.4% | 0.5% | 0.6% | 0.2% | 0.4% | 0.4% | 0.4% | 0.4% | 0.4% | 0.3% | 0.3% | 0.3% | | | | |
| 公共関係 | 7.8% | 7.8% | 7.8% | 6.6% | 7.2% | 6.9% | 7.3% | 6.1% | 7.1% | 6.5% | 6.6% | 6.3% | 6.4% | 6.5% | 6.6% | 6.7% | 6.7% | | | | |
| 金融関係 | 2.1% | 2.0% | 2.1% | 1.8% | 2.1% | 2.0% | 2.0% | 1.8% | 2.1% | 2.0% | 2.1% | 2.5% | 2.3% | 2.1% | 2.3% | 2.5% | 2.4% | | | | |
| その他 | 0.7% | 0.7% | 0.7% | 2.5% | 0.3% | 1.4% | 1.0% | 1.2% | 0.5% | 0.8% | 0.5% | 1.0% | 0.8% | 0.8% | 0.9% | 1.0% | 0.9% | | | | |
| 海外製造系及びサービス系事業 | 41.0% | 37.7% | 39.3% | 37.4% | 36.1% | 36.8% | 37.9% | 34.7% | 39.7% | 37.5% | 41.2% | 39.6% | 40.3% | 39.1% | 38.2% | 37.1% | 37.6% | | | | |
| 電気機器関係 | 8.7% | 7.8% | 8.2% | 6.2% | 7.9% | 7.1% | 7.6% | 8.5% | 6.5% | 7.4% | 8.2% | 6.0% | 7.0% | 7.2% | 5.9% | 5.2% | 5.5% | | | | |
| 輸送用機器関係 | 7.4% | 6.5% | 6.9% | 5.8% | 7.2% | 6.5% | 6.7% | 5.8% | 5.4% | 5.6% | 5.6% | 4.5% | 5.1% | 5.3% | 4.4% | 3.9% | 4.2% | | | | |
| 化学・薬品関係 | 2.0% | 2.1% | 2.0% | 1.4% | 2.1% | 1.8% | 1.9% | 1.3% | 2.0% | 1.7% | 1.5% | 1.3% | 1.4% | 1.5% | 1.2% | 1.0% | 1.1% | | | | |
| IT関係 | 1.8% | 1.6% | 1.7% | 1.3% | 1.3% | 1.3% | 1.5% | 1.3% | 1.2% | 1.2% | 1.0% | 0.9% | 1.0% | 1.1% | 0.9% | 1.2% | 1.0% | | | | |
| 金属・建材関係 | 0.7% | 0.6% | 0.7% | 0.5% | 0.6% | 0.5% | 0.6% | 0.5% | 0.5% | 0.5% | 0.5% | 0.4% | 0.4% | 0.5% | 0.4% | 0.3% | 0.3% | | | | |
| 建設・プラント関係 | 0.7% | 0.6% | 0.7% | 0.5% | 0.4% | 0.5% | 0.6% | 0.6% | 0.5% | 0.6% | 0.5% | 0.6% | 0.6% | 0.6% | 0.6% | 0.6% | 0.6% | | | | |
| 食品関係 | 0.8% | 0.8% | 0.8% | 1.0% | 0.8% | 0.9% | 0.8% | 0.8% | 1.9% | 1.4% | 2.3% | 1.7% | 2.0% | 1.7% | 1.4% | 1.4% | 1.4% | | | | |
| 小売関係 | 4.8% | 4.2% | 4.5% | 0.1% | 3.7% | 2.0% | 3.1% | 3.3% | 6.1% | 4.8% | 5.9% | 10.4% | 8.2% | 6.7% | 8.4% | 7.5% | 8.0% | | | | |
| 公共関係 | 10.5% | 9.7% | 10.1% | 3.5% | 9.5% | 6.6% | 8.2% | 8.9% | 8.1% | 8.5% | 8.1% | 9.7% | 8.9% | 8.7% | 9.4% | 8.4% | 8.9% | | | | |
| 金融関係 | 0.8% | 0.8% | 0.8% | 0.6% | 0.8% | 0.7% | 0.8% | 0.9% | 0.7% | 0.8% | 0.7% | 0.3% | 0.5% | 0.7% | 0.5% | 0.5% | 0.5% | | | | |
| その他 | 2.8% | 3.0% | 2.9% | 16.6% | 1.8% | 8.9% | 6.1% | 2.8% | 6.8% | 5.0% | 6.9% | 3.8% | 5.2% | 5.1% | 5.1% | 7.1% | 6.1% | | | | |
| その他の事業 | 0.3% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.2% | 0.2% | | | | |
| **地域別売上収益構成比** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | | | | |
| 日本 | 46.1% | 49.6% | 47.9% | 49.7% | 52.1% | 50.9% | 49.5% | 53.7% | 48.7% | 50.9% | 47.5% | 48.1% | 47.9% | 49.2% | 49.8% | 50.2% | 50.0% | | | | |
| アジア（除く、日本） | 8.4% | 8.1% | 8.3% | 8.0% | 8.2% | 8.1% | 8.2% | 7.5% | 5.7% | 6.5% | 5.4% | 3.7% | 4.5% | 5.4% | 3.9% | 3.8% | 3.9% | | | | |
| オセアニア | 17.3% | 17.2% | 17.2% | 17.0% | 15.5% | 16.2% | 16.7% | 14.5% | 14.7% | 14.6% | 13.8% | 14.2% | 14.0% | 14.3% | 13.6% | 14.6% | 14.1% | | | | |
| 欧州 | 25.7% | 23.1% | 24.4% | 23.5% | 22.1% | 22.8% | 23.5% | 22.2% | 28.7% | 25.8% | 31.1% | 31.4% | 31.2% | 28.8% | 30.4% | 29.1% | 29.7% | | | | |
| 南米 | 2.5% | 2.0% | 2.2% | 1.8% | 2.1% | 2.0% | 2.1% | 2.1% | 2.2% | 2.2% | 2.2% | 2.6% | 2.4% | 2.3% | 2.3% | 2.3% | 2.3% | | | | |

注1：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

注2：セグメント間の取引につきましては相殺消去しております。

# 株式会社アウトソーシング　FACTSHEET（IFRS）

（注）2018年12月期より、事業セグメント区分を変更しております。2017年12月期については、新区分に組み替えて掲載しております。また、2018年12月期第2四半期において行った企業結合に係る暫定的な会計処理の確定に伴い、2018年12月期第2四半期以降の連結財務諸表を遡及修正しております。

## Financial Position（旧BS）

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| **資産** | | | | | | | | | | | | | | | | | | | | | |
| **流動資産** | **43,783** | **54,529** | **54,529** | **56,324** | **59,312** | **59,312** | **59,312** | **62,626** | **79,371** | **79,371** | **85,037** | **93,636** | **93,636** | **93,636** | **98,816** | **103,806** | **103,806** | | | | |
| 現金及び現金同等物 | 12,852 | 18,267 | 18,267 | 18,125 | 19,108 | 19,108 | 19,108 | 18,686 | 20,368 | 20,368 | 21,153 | 29,451 | 29,451 | 29,451 | 27,952 | 31,197 | 31,197 | | | | |
| 営業債権及びその他の債権 | 27,025 | 30,897 | 30,897 | 32,671 | 34,390 | 34,390 | 34,390 | 32,959 | 44,444 | 44,444 | 50,090 | 50,165 | 50,165 | 50,165 | 50,288 | 52,685 | 52,685 | | | | |
| 棚卸資産 | 857 | 1,151 | 1,151 | 1,316 | 1,373 | 1,373 | 1,373 | 1,566 | 1,589 | 1,589 | 1,612 | 1,509 | 1,509 | 1,509 | 1,446 | 1,688 | 1,688 | | | | |
| **非流動資産** | **55,163** | **62,194** | **62,194** | **64,951** | **65,333** | **65,333** | **65,333** | **66,152** | **80,858** | **80,858** | **94,478** | **91,736** | **91,736** | **91,736** | **116,832** | **122,254** | **122,254** | | | | |
| 有形固定資産 | 5,024 | 6,603 | 6,603 | 6,777 | 6,922 | 6,922 | 6,922 | 7,055 | 8,285 | 8,285 | 8,847 | 10,249 | 10,249 | 10,249 | 7,959 | 8,749 | 8,749 | | | | |
| 使用権資産 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 18,702 | 19,537 | 19,537 | | | | |
| のれん | 32,853 | 37,252 | 37,252 | 38,724 | 39,239 | 39,239 | 39,239 | 40,205 | 45,276 | 45,276 | 56,529 | 54,059 | 54,059 | 54,059 | 54,432 | 58,141 | 58,141 | | | | |
| 無形資産 | 10,004 | 11,244 | 11,244 | 11,061 | 10,936 | 10,936 | 10,936 | 10,323 | 17,750 | 17,750 | 17,999 | 17,949 | 17,949 | 17,949 | 17,662 | 16,836 | 16,836 | | | | |
| その他の金融資産 | 2,492 | 2,378 | 2,378 | 2,585 | 3,137 | 3,137 | 3,137 | 3,050 | 4,431 | 4,431 | 5,083 | 5,518 | 5,518 | 5,518 | 13,359 | 14,238 | 14,238 | | | | |
| その他の非流動資産 | 1,909 | 2,063 | 2,063 | 2,258 | 2,096 | 2,096 | 2,096 | 2,114 | 2,171 | 2,171 | 2,353 | 760 | 760 | 760 | 810 | 819 | 819 | | | | |
| **資産合計** | **98,946** | **116,723** | **116,723** | **121,276** | **124,645** | **124,645** | **124,645** | **128,778** | **160,229** | **160,229** | **179,516** | **185,372** | **185,372** | **185,372** | **215,648** | **226,060** | **226,060** | | | | |
| **負債及び資本** | | | | | | | | | **0** | | | | | | | | | | | | |
| **流動負債** | **46,717** | **57,991** | **57,991** | **54,806** | **51,594** | **51,594** | **51,594** | **54,457** | **74,612** | **74,612** | **92,479** | **67,246** | **67,246** | **67,246** | **86,908** | **96,332** | **96,332** | | | | |
| 営業債務及びその他の債務 | 18,825 | 24,104 | 24,104 | 24,619 | 23,758 | 23,758 | 23,758 | 25,324 | 32,133 | 32,133 | 33,653 | 32,038 | 32,038 | 32,038 | 33,891 | 37,603 | 37,603 | | | | |
| 社債及び借入金 | 18,585 | 24,246 | 24,246 | 18,259 | 14,354 | 14,354 | 14,354 | 17,788 | 26,669 | 26,669 | 38,666 | 14,822 | 14,822 | 14,822 | 21,590 | 24,944 | 24,944 | | | | |
| リース負債 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 14,671 | 15,144 | 15,144 | | | | |
| その他の金融負債 | 1,050 | 1,476 | 1,476 | 1,532 | 1,869 | 1,869 | 1,869 | 2,056 | 3,387 | 3,387 | 4,431 | 4,271 | 4,271 | 4,271 | 1,708 | 2,225 | 2,225 | | | | |
| 未払法人所得税等 | 3,119 | 3,889 | 3,889 | 4,124 | 4,659 | 4,659 | 4,659 | 2,163 | 3,717 | 3,717 | 4,702 | 4,635 | 4,635 | 4,635 | 4,245 | 5,643 | 5,643 | | | | |
| **非流動負債** | **35,308** | **37,371** | **37,371** | **43,303** | **46,294** | **46,294** | **46,294** | **49,634** | **61,896** | **61,896** | **61,403** | **57,824** | **57,824** | **57,824** | **70,776** | **72,982** | **72,982** | | | | |
| 社債及び借入金 | 21,450 | 23,712 | 23,712 | 29,573 | 33,727 | 33,727 | 33,727 | 37,185 | 43,568 | 43,568 | 41,125 | 39,265 | 39,265 | 39,265 | 33,973 | 34,915 | 34,915 | | | | |
| リース負債 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 19,099 | 20,237 | 20,237 | | | | |
| **負債合計** | **82,025** | **95,362** | **95,362** | **98,108** | **97,888** | **97,888** | **97,888** | **104,091** | **136,508** | **136,508** | **153,883** | **125,070** | **125,070** | **125,070** | **157,684** | **169,314** | **169,314** | | | | |
| 資本金 | 5,765 | 7,040 | 7,040 | 7,115 | 7,131 | 7,131 | 7,131 | 7,138 | 7,139 | 7,139 | 7,180 | 25,123 | 25,123 | 25,123 | 25,133 | 25,133 | 25,133 | | | | |
| 資本剰余金 | 7,483 | 8,758 | 8,758 | 8,827 | 8,843 | 8,843 | 8,843 | 8,850 | 8,849 | 8,849 | 8,889 | 26,587 | 26,587 | 26,587 | 26,566 | 26,566 | 26,566 | | | | |
| 自己株式 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | | | | |
| 利益剰余金 | 8,221 | 9,096 | 9,096 | 10,875 | 14,057 | 14,057 | 14,057 | 13,333 | 14,202 | 14,202 | 16,246 | 19,825 | 19,825 | 19,825 | 17,659 | 18,756 | 18,756 | | | | |
| **親会社の所有者に帰属する持分合計** | **14,605** | **19,036** | **19,036** | **21,398** | **24,958** | **24,958** | **24,958** | **23,081** | **18,566** | **18,566** | **20,155** | **55,202** | **55,202** | **55,202** | **53,419** | **52,456** | **52,456** | | | | |
| **非支配持分** | **2,316** | **2,325** | **2,325** | **1,769** | **1,799** | **1,799** | **1,799** | **1,606** | **5,155** | **5,155** | **5,478** | **5,100** | **5,100** | **5,100** | **4,545** | **4,290** | **4,290** | | | | |
| **資本合計** | **16,921** | **21,361** | **21,361** | **23,167** | **26,757** | **26,757** | **26,757** | **24,687** | **23,721** | **23,721** | **25,633** | **60,302** | **60,302** | **60,302** | **57,964** | **56,746** | **56,746** | | | | |
| **負債及び資本合計** | **98,946** | **116,723** | **116,723** | **121,276** | **124,645** | **124,645** | **124,645** | **128,778** | **160,229** | **160,229** | **179,516** | **185,372** | **185,372** | **185,372** | **215,648** | **226,060** | **226,060** | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

### 主な指標

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| 資産合計 | 98,946 | 116,723 | 116,723 | 121,276 | 124,645 | 124,645 | 124,645 | 128,778 | 160,229 | 160,229 | 179,516 | 185,372 | 185,372 | 185,372 | 215,648 | 226,060 | 226,060 | | | | |
| 流動資産 | 43,783 | 54,529 | 54,529 | 56,324 | 59,312 | 59,312 | 59,312 | 62,626 | 79,371 | 79,371 | 85,037 | 93,636 | 93,636 | 93,636 | 98,816 | 103,806 | 103,806 | | | | |
| 流動負債 | 46,717 | 57,991 | 57,991 | 54,806 | 51,594 | 51,594 | 51,594 | 54,457 | 74,612 | 74,612 | 92,479 | 67,246 | 67,246 | 67,246 | 86,908 | 96,332 | 96,332 | | | | |
| 親会社の所有者に帰属する持分合計 | 14,605 | 19,036 | 19,036 | 21,398 | 24,958 | 24,958 | 24,958 | 23,081 | 18,566 | 18,566 | 20,155 | 55,202 | 55,202 | 55,202 | 53,419 | 52,456 | 52,456 | | | | |
| 有利子負債* | 42,580 | 50,422 | 50,422 | 50,189 | 50,347 | 50,347 | 50,347 | 57,134 | 72,894 | 72,894 | 82,796 | 56,956 | 56,956 | 56,956 | 89,333 | 95,240 | 95,240 | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。

＊ 有利子負債はリース債務、一年内償還予定の社債等を含みます。

| （%） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| 親会社所有者帰属持分比率*1 | 14.8% | 16.3% | 16.3% | 17.6% | 20.0% | 20.0% | 20.0% | 17.9% | 11.6% | 11.6% | 11.2% | 29.8% | 29.8% | 29.8% | 24.8% | 23.2% | 23.2% | | | | |
| D/Eレシオ*2 | 291.5% | 264.9% | 264.9% | 234.6% | 201.7% | 201.7% | 201.7% | 247.5% | 392.6% | 392.6% | 410.8% | 103.2% | 103.2% | 103.2% | 167.2% | 181.6% | 181.6% | | | | |
| 流動比率*3 | 93.7% | 94.0% | 94.0% | 102.8% | 115.0% | 115.0% | 115.0% | 115.0% | 106.4% | 106.4% | 92.0% | 139.2% | 139.2% | 139.2% | 113.7% | 107.8% | 107.8% | | | | |

*1 親会社所有者帰属持分/資産合計 x 100
*2 有利子負債*/親会社所有者帰属持分 x 100
*3 流動資産/流動負債 x 100

## Cash Flows

| （百万円） | FY12/17 | | | | | | | FY12/18 | | | | | | | FY12/19 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2H | Full-Year |
| 営業活動によるキャッシュ・フロー | -1,333 | 5,066 | 3,733 | 3,303 | 3,096 | 6,399 | 10,132 | -390 | 2,668 | 2,278 | 1,915 | 4,303 | 6,218 | 8,496 | 2,971 | 6,143 | 9,114 | | | | |
| 税引前利益 | 1,239 | 1,836 | 3,075 | 2,934 | 4,386 | 7,320 | 10,395 | 1,935 | 1,851 | 3,786 | 4,044 | 4,806 | 8,850 | 12,636 | 1,404 | 2,128 | 3,532 | | | | |
| 減価償却費及び償却費 | 568 | 621 | 1,189 | 626 | 666 | 1,292 | 2,481 | 677 | 853 | 1,530 | 1,096 | 965 | 2,061 | 3,591 | 2,853 | 2,799 | 5,652 | | | | |
| 減損損失 | 0 | 0 | 0 | 0 | 37 | 37 | 37 | 0 | 0 | 0 | 0 | 721 | 721 | 721 | 0 | 0 | 0 | | | | |
| 営業債権及びその他の債権の増減額（－は増加） | -1,662 | -491 | -2,153 | -407 | -1,534 | -1,941 | -4,094 | -969 | -2,680 | -3,649 | -2,720 | -857 | -3,577 | -7,226 | -489 | -2,127 | -2,616 | | | | |
| 営業債務及びその他の債務の増減額（－は減少） | 793 | 1,373 | 2,166 | 1,157 | -683 | 474 | 2,640 | 1,807 | 2,440 | 4,247 | 152 | -1,742 | -1,590 | 2,657 | 1,861 | 3,217 | 5,078 | | | | |
| 投資活動によるキャッシュ・フロー | 649 | -6,156 | -5,507 | -1,176 | -1,815 | -2,991 | -8,498 | -4,812 | -12,268 | -17,080 | -9,664 | -3,274 | -12,938 | -30,018 | 646 | -4,341 | -3,695 | | | | |
| 事業の取得に伴う支出 | 0 | -6,169 | -6,169 | -742 | -906 | -1,648 | -7,817 | -1,651 | -9,629 | -11,280 | -9,780 | -1,679 | -11,459 | -22,739 | 0 | -4,657 | -4,657 | | | | |
| 財務活動によるキャッシュ・フロー | 881 | 7,275 | 8,156 | -2,434 | -333 | -2,767 | 5,389 | 5,028 | 11,401 | 16,429 | 8,339 | 7,674 | 16,013 | 32,442 | -5,210 | 1,840 | -3,370 | | | | |
| 借入金の増減額 | -5,163 | 5,049 | -114 | -727 | 82 | -645 | -759 | 7,259 | 11,592 | 18,851 | 8,844 | -25,178 | -16,334 | 2,517 | 1,401 | 4,035 | 5,436 | | | | |
| 配当金の支払額 | -733 | 0 | -733 | 0 | 0 | 0 | -733 | -1,937 | 0 | -1,937 | 0 | 0 | 0 | -1,937 | -2,636 | 0 | -2,636 | | | | |
| 現金及び現金同等物の期末残高 | 12,852 | 18,267 | 18,267 | 18,125 | 19,108 | 19,108 | 19,108 | 18,686 | 20,368 | 20,368 | 21,153 | 29,451 | 29,451 | 29,451 | 27,952 | 31,197 | 31,197 | | | | |

注：記載金額の表示単位未満の端数につきましては、四捨五入して表示しております。
注：2017年4月期までに行った企業統合に係る暫定的な会計処理の確定に伴い、連結財務諸表を遡及修正しております。