# Financial Data Book

## Fiscal Year Ended December 31 , 2023

February 2024

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1．業績・財務ハイライト / Financial Highlights

連結（IFRS）/ Consolidated（IFRS）

PLサマリ / PL Summary ・・・

## PLサマリ / PL Summary

（百万円 / Millions of yen）

| 12月31日に終了した会計年度 | Year Ended Dec. 31, | 2015 | 2016 | 2017* | 2018 | 2019 | | | | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | FY | FY | FY | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY |
| 売上収益 | Revenue | 16,786 | 16,760 | 18,195 | 21,285 | 4,925 | 11,072 | 16,840 | 22,586 | 5,279 | 10,232 | 15,544 | 21,162 | 5,195 | 9,937 | 15,181 | 20,652 | 3,254 | 6,520 | 10,067 | 13,833 | 3,629 | 7,390 | 11,249 | 15,385 |
| 売上原価 | Cost of sales | 4,849 | 5,190 | 4,889 | 5,452 | 1,364 | 3,065 | 4,658 | 6,394 | 1,641 | 3,006 | 4,550 | 6,088 | 1,530 | 2,867 | 4,309 | 5,753 | 1,195 | 2,459 | 3,902 | 5,346 | 1,483 | 2,985 | 4,520 | 6,045 |
| 売上総利益 | Gross profit | 11,936 | 11,570 | 13,306 | 15,833 | 3,561 | 8,006 | 12,182 | 16,192 | 3,638 | 7,226 | 10,994 | 15,074 | 3,665 | 7,070 | 10,871 | 14,898 | 2,060 | 4,061 | 6,165 | 8,487 | 2,146 | 4,405 | 6,729 | 9,340 |
| 販売費及び一般管理費 | Selling, general and administrative expenses | 8,882 | 8,806 | 10,301 | 11,751 | 3,164 | 5,948 | 8,671 | 11,730 | 3,024 | 5,603 | 8,173 | 11,012 | 3,006 | 5,845 | 8,556 | 11,521 | 2,806 | 5,478 | 8,058 | 10,803 | 2,697 | 5,528 | 8,272 | 11,221 |
| その他の営業収益 | Other operating income | 17 | 319 | 23 | 57 | 25 | 37 | 53 | 80 | 3 | 11 | 51 | 80 | 14 | 25 | 34 | 30 | 10 | 19 | 36 | 34 | 43 | 42 | 52 | 56 |
| その他の営業費用 | Other operating expense | 6 | 129 | 17 | 25 | 2 | 15 | 7 | 17 | 6 | 6 | 7 | 7 | 1 | 7 | 7 | 12 | 0 | 1 | 6 | 615 | 28 | 30 | 31 | 77 |
| 営業利益（-は損失） | Operating profit (loss) | 3,065 | 2,953 | 3,011 | 4,115 | 420 | 2,080 | 3,558 | 4,525 | 610 | 1,628 | 2,864 | 4,135 | 672 | 1,243 | 2,342 | 3,395 | -737 | -1,398 | -1,863 | -2,897 | -536 | -1,111 | -1,522 | -1,902 |
| 金融収益 | Finance income | 13 | 7 | 16 | 12 | 10 | 12 | 8 | 3 | 39 | 42 | 35 | 38 | 19 | 22 | 42 | 85 | 110 | 19 | 32 | 11 | 22 | 54 | 86 | 53 |
| 金融費用 | Finance costs | 19 | 32 | 18 | 12 | 4 | 9 | 33 | 27 | 14 | 38 | 60 | 325 | 10 | 24 | 38 | 241 | 16 | 62 | 79 | 119 | 21 | 35 | 49 | 71 |
| 持分法による投資損失 | Equity in loss of affiliates | – | 6 | 19 | 9 | 3 | 7 | 9 | 16 | 9 | 17 | 25 | 28 | 11 | 1 | 6 | 6 | 3 | 17 | 3 | 1 | 6 | 9 | 0 | 2 |
| 税引前当期利益（-は損失） | Profit (loss) before tax | 3,059 | 2,921 | 2,989 | 4,105 | 423 | 2,075 | 3,523 | 4,486 | 627 | 1,614 | 2,815 | 3,820 | 669 | 1,239 | 2,340 | 3,233 | -646 | -1,458 | -1,914 | -3,005 | -541 | -1,102 | -1,485 | -1,921 |
| 法人所得税 | Income tax | 1,073 | 1,046 | 1,057 | 1,450 | 150 | 714 | 1,204 | 1,393 | 214 | 550 | 949 | 1,356 | 242 | 443 | 839 | 1,059 | -76 | -349 | -475 | -573 | -127 | -257 | -424 | -396 |
| 当期利益（-は損失） | Profit (loss) | 1,986 | 1,876 | 1,932 | 2,656 | 274 | 1,361 | 2,319 | 3,093 | 413 | 1,065 | 1,866 | 2,465 | 427 | 796 | 1,501 | 2,174 | -570 | -1,109 | -1,438 | -2,432 | -414 | -844 | -1,062 | -1,525 |
| 親会社の所有者に帰属する当期利益（-は損失） | Profit (loss) attributable to owners of parent | 1,985 | 1,876 | 1,932 | 2,656 | 274 | 1,361 | 2,320 | 3,093 | 413 | 1,066 | 1,867 | 2,465 | 426 | 795 | 1,500 | 2,173 | -570 | -1,109 | -1,433 | -2,431 | -405 | -826 | -1,028 | -1,487 |

## サービス区分別売上 / Revenue by service categories

（百万円 / Millions of yen）

| 12月31日に終了した会計年度 | Year Ended Dec. 31, | 2021 | | | | 2022 | | | | 2023 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY |
| クラウドサービス | Cloud service | 417 | 847 | 1,302 | 1,791 | 517 | 1,046 | 1,767 | 2,628 | 935 | 2,141 | 3,624 | 5,236 |
| ソフトウェアサービス | Software service | 247 | 503 | 778 | 1,090 | 347 | 713 | 1,261 | 1,958 | 775 | 1,824 | 3,138 | 4,587 |
| マーケットプレイス | Marketplace | 170 | 345 | 524 | 701 | 170 | 333 | 506 | 670 | 160 | 318 | 486 | 649 |
| パッケージシステム | Packaged system | 4,778 | 9,090 | 13,879 | 18,860 | 2,737 | 5,474 | 8,300 | 11,205 | 2,694 | 5,248 | 7,625 | 10,149 |
| ソフトウェア販売 | Software sales | 2,968 | 5,486 | 8,458 | 11,620 | 887 | 1,754 | 2,586 | 3,539 | 754 | 1,546 | 2,266 | 2,983 |
| 運用・サポート | Operation and support service | 1,809 | 3,604 | 5,420 | 7,240 | 1,850 | 3,720 | 5,714 | 7,666 | 1,941 | 3,702 | 5,359 | 7,166 |
| 合計 | Total | 5,195 | 9,937 | 15,181 | 20,652 | 3,254 | 6,520 | 10,067 | 13,833 | 3,629 | 7,390 | 11,249 | 15,385 |

* 株式会社タジマを2017年7月25日付で子会社化しており、2017年における同社の連結期間は8月～12月の5ヶ月分となります
Tajima Incorporated was made a subsidiary of the Company as of July 25, 2017, and the consolidated period of 2017 is for five months from August to December.

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## BSサマリ / BS Summary

（百万円 / Millions of yen）

| 12月31日に終了した会計年度 | Year Ended Dec. 31, | 2015 | 2016 | 2017* | 2018 | 2019 | | | | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | FY | FY | FY | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY |
| 流動資産 | Current assets | 13,071 | 12,304 | 11,400 | 10,619 | 6,765 | 8,833 | 7,299 | 7,987 | 7,896 | 7,934 | 7,989 | 7,752 | 7,178 | 7,667 | 8,064 | 8,405 | 6,362 | 6,309 | 6,240 | 6,555 | 6,518 | 6,690 | 6,926 | 7,053 |
| 非流動資産 | Non-current assets | 13,049 | 13,018 | 16,663 | 18,794 | 21,254 | 21,105 | 21,638 | 23,702 | 23,827 | 24,157 | 24,335 | 24,522 | 25,038 | 25,548 | 25,824 | 26,071 | 26,491 | 26,770 | 27,223 | 26,980 | 28,373 | 29,038 | 29,238 | 29,696 |
| 資産合計 | Total assets | 26,120 | 25,322 | 28,063 | 29,413 | 28,019 | 29,937 | 28,937 | 31,689 | 31,722 | 32,091 | 32,324 | 32,274 | 32,216 | 33,216 | 33,888 | 34,476 | 32,853 | 33,079 | 33,463 | 33,535 | 34,891 | 35,728 | 36,164 | 36,750 |
| 流動負債 | Current liabilities | 4,367 | 4,980 | 7,478 | 7,913 | 6,573 | 7,423 | 5,989 | 7,100 | 7,382 | 7,031 | 7,072 | 6,432 | 6,393 | 7,099 | 7,478 | 7,512 | 6,944 | 7,691 | 8,234 | 6,583 | 7,594 | 9,265 | 9,590 | 11,079 |
| 非流動負債 | Non-current liabilities | 1,838 | 1,183 | 848 | 466 | 653 | 585 | 626 | 1,369 | 1,350 | 1,303 | 1,229 | 1,239 | 1,228 | 1,138 | 1,005 | 850 | 723 | 637 | 664 | 3,291 | 3,923 | 3,373 | 3,720 | 3,184 |
| 負債合計 | Total liabilities | 6,206 | 6,163 | 8,326 | 8,379 | 7,226 | 8,008 | 6,615 | 8,469 | 8,732 | 8,334 | 8,301 | 7,671 | 7,621 | 8,237 | 8,483 | 8,362 | 7,667 | 8,328 | 8,898 | 9,873 | 11,517 | 12,638 | 13,310 | 14,263 |
| 資本金 | Capital stock | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 | 7,148 |
| 資本剰余金 | Share premium | 7,129 | 7,115 | 7,116 | 7,180 | 7,180 | 7,201 | 7,200 | 7,199 | 7,196 | 7,216 | 7,216 | 7,216 | 7,283 | 7,292 | 7,292 | 7,292 | 7,378 | 7,366 | 7,366 | 7,366 | 7,450 | 7,470 | 7,450 | 7,449 |
| 自己株式 | Treasury shares | -1,330 | -2,253 | -2,736 | -3,500 | -3,500 | -3,458 | -3,458 | -3,457 | -3,452 | -3,404 | -3,402 | -3,404 | -3,337 | -3,285 | -3,285 | -3,285 | -3,219 | -3,167 | -3,167 | -3,167 | -3,107 | -3,045 | -3,045 | -3,045 |
| 利益剰余金 | Retained earnings | 6,941 | 7,136 | 8,009 | 9,760 | 9,505 | 10,763 | 11,153 | 11,929 | 11,774 | 12,426 | 12,649 | 13,266 | 13,121 | 13,491 | 13,843 | 14,489 | 13,512 | 12,974 | 12,650 | 11,657 | 11,168 | 10,739 | 10,518 | 10,057 |
| その他の資本の構成要素 | Other components of equity | 27 | 13 | 200 | 446 | 461 | 274 | 276 | 398 | 322 | 370 | 410 | 374 | 376 | 334 | 408 | 471 | 367 | 431 | 543 | 628 | 693 | 765 | 767 | 864 |
| 親会社の所有者に帰属する持分合計 | Total equity attributable to owners of parent | 19,915 | 19,159 | 19,737 | 21,033 | 20,793 | 21,927 | 22,320 | 23,217 | 22,988 | 23,755 | 24,021 | 24,600 | 24,591 | 24,979 | 25,405 | 26,114 | 25,186 | 24,751 | 24,539 | 23,632 | 23,352 | 23,077 | 22,837 | 22,473 |
| 非支配持分 | Non-controlling interests | – | – | – | – | – | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 4 | – | – | – | – | – | 25 | 30 | 22 | 12 | 17 | 13 |
| 資本合計 | Total equity | 19,915 | 19,159 | 19,737 | 21,033 | 20,793 | 21,930 | 22,322 | 23,220 | 22,990 | 23,757 | 24,023 | 24,602 | 24,595 | 24,979 | 25,405 | 26,114 | 25,186 | 24,751 | 24,565 | 23,662 | 23,374 | 23,090 | 22,854 | 22,487 |
| 負債及び資本合計 | Total liabilities and equity | 26,120 | 25,322 | 28,063 | 29,413 | 28,019 | 29,937 | 28,937 | 31,689 | 31,722 | 32,091 | 32,324 | 32,274 | 32,216 | 33,216 | 33,888 | 34,476 | 32,853 | 33,079 | 33,463 | 33,535 | 34,891 | 35,728 | 36,164 | 36,750 |

## CFサマリ / CF Summary

（百万円 / Millions of yen）

| 12月31日に終了した会計年度 | Year Ended Dec. 31, | 2015 | 2016 | 2017* | 2018 | 2019 | | | | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | FY | FY | FY | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | FY | 1Q | 1H | 3Q | 4Q |
| 営業活動によるキャッシュ・フロー | Cash flows from operating activities | 600 | 3,142 | 2,558 | 4,566 | -538 | 898 | 1,376 | 3,762 | -44 | 1,100 | 2,114 | 5,056 | -96 | 1,080 | 1,413 | 3,783 | 28 | 460 | 644 | 1,606 | 136 | 1,126 | 2,079 | 3,425 |
| 投資活動によるキャッシュ・フロー | Cash flows from investing activities | -802 | -684 | -2,072 | -2,496 | -1,888 | -2,039 | -2,961 | -3,990 | -610 | -1,284 | -1,938 | -2,774 | -740 | -1,564 | -2,329 | -3,388 | -768 | -1,424 | -2,173 | -2,910 | -854 | -1,917 | -2,573 | -3,669 |
| 財務活動によるキャッシュ・フロー | Cash flows from financing activities | -1,876 | -3,324 | -2,251 | -2,409 | -942 | -1,324 | -2,112 | -2,366 | 914 | -23 | -441 | -2,084 | 452 | 537 | 711 | -108 | 574 | 649 | 1,157 | 1,237 | 561 | 717 | 655 | 705 |
| 現金及び現金同等物の当期末残高 | Cash and cash equivalents at end of period | 8,629 | 7,738 | 5,970 | 5,627 | 2,258 | 3,153 | 1,928 | 3,034 | 3,293 | 2,826 | 2,769 | 3,232 | 2,850 | 3,287 | 3,029 | 3,522 | 3,358 | 3,212 | 3,153 | 3,457 | 3,301 | 3,386 | 3,621 | 3,920 |
| | | | | | | | | | | | | | | | | | | | | | | | | | |
| 研究開発費 | Research and development expenses | – | 285 | 127 | 189 | – | – | – | 93 | – | – | – | 164 | – | – | – | 51 | – | – | – | 30 | – | – | – | TBA |
| 設備投資額 | Capital investment | – | 531 | 1,311 | 2,499 | – | – | – | 4,759 | – | – | – | 3,447 | – | – | – | 3,920 | – | – | – | 3,691 | – | – | – | TBA |
| 減価償却費 | Depreciation and amortization expenses | 656 | 677 | 679 | 844 | 440 | 908 | 1,388 | 1,881 | 512 | 1,029 | 1,586 | 2,166 | 567 | 1,120 | 1,695 | 2,335 | 641 | 1,309 | 1,977 | 2,696 | 668 | 1,340 | 2,027 | 2,725 |

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## 主な経営指標 / Indicators

| 12月31日に終了した会計年度 | Year Ended Dec. 31, | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---|---|---|---|---|---|---|---|---|
| 1株当たり情報(円)* | Per share data(yen)* | | | | | | | | |
| 1株当たり親会社所有者帰属持分 | Equity attributable to owners of parent per share | 425.67 | 222.90 | 240.91 | 265.56 | 280.87 | 296.77 | 267.36 | 253.08 |
| 基本的１株当たり当期利益 | Basic earnings per share | 39.47 | 21.81 | 30.36 | 35.40 | 28.16 | 24.72 | -27.54 | -16.76 |
| 希薄化後１株当たり当期利益 | Diluted earnings per share | 39.45 | 21.80 | 30.15 | 34.95 | 27.70 | 24.32 | -27.54 | -16.76 |
| 主な指標(%) | Index data(%) | | | | | | | | |
| 親会社所有者帰属持分比率 | Percentage of equity attributable to owners of parent | 75.7 | 70.3 | 71.5 | 73.3 | 76.2 | 75.7 | 70.5 | 61.2 |
| 親会社所有者帰属持分当期利益率 | Return on equity attributable to owners of parent | 9.6 | 9.9 | 13.0 | 14.0 | 10.3 | 8.6 | -9.8 | -6.5 |
| 資産合計税引前利益率 | Return on assets | 11.4 | 11.2 | 14.3 | 14.7 | 11.9 | 9.7 | -8.8 | -5.5 |
| 売上収益営業利益率 | Operating margin | 17.6 | 16.5 | 19.3 | 20.0 | 19.5 | 16.4 | -20.9 | -12.4 |
| 配当性向 | Dividend payout ratio | 53.8 | 50.4 | 39.5 | 36.7 | 46.9 | 35.2 | - | - |
| その他情報 | Other data | | | | | | | | |
| 従業員数 | Number of employees | 772 | 928 | 921 | 943 | 951 | 940 | 950 | TBA |

＊１株当たり指標は表示単位未満を四捨五入しています。
Per share indicators are rounded to a nearest unit.

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## サービス区分の解説 / Explanation of service categories

| 区分/Category | | 内容 Contents | |
|---|---|---|---|
| 大分類/Major Category | 中分類/Medium Category | | |
| クラウドサービス<br>Cloud services | ソフトウェアサービス<br>Software service | サブスクリプション型ソフトウェアに関わる売上<br>【対象商品】<br>・クラウド版業務支援ソフトウェア「.cシリーズ」<br>・パッケージ版業務支援ソフトウェア「.NSシリーズ」＊1<br>・電子帳簿保存法対応ソフトウェア「電帳.DX」<br>・タブレット型業務支援ツール「CarpodTab」<br>・サイト構築・運営ツール「BL.Homepage」<br>・その他の月額課金型サービス<br>【対象売上】<br>・月額固定課金、従量課金、導入支援費　他 | Sales related to subscription-type software<br>[Product type]<br>・“.c series”, a cloud business support software<br>・“.NS Series”, a packaged business support software ＊1<br>・“Dencho.DX”, a software compliant with the Electronic Book Storage Act<br>・“CarpodTab”, a tablet-based business support tool<br>・“BL.Homepage”, a website creation and management tool<br>・Other monthly fee-based services<br>[Sales type]<br>・Fixed monthly fee, usage-based fee, installation support fee, etc. |
| | マーケットプレイス<br>Marketplace | 受発注プラットフォームに関わる売上<br>【対象商品】<br>・オープン型EC・EDI「クラウド版受発注プラットフォーム」<br>・自動車部品取引ネットワーク「BLパーツオーダーシステム」<br>・リサイクル部品取引ネットワーク「パーツステーションNET」<br>【対象売上】<br>・参加基本料、取引手数料、決済代行手数料　他 | Sales related to ordering platform<br>[Product type]<br>・“Cloud Ordering Platform“, an open-type EC/EDI<br>・“BL Parts Order System”, an automotive parts transaction network<br>・“Parts Station NET” a auto recycle parts transaction network<br>[Sales type]<br>・Basic fee, transaction fee, settlement agency fee, etc. |
| パッケージシステム<br>Packaged system | ソフトウェア販売<br>Software sales | ライセンス型ソフトウェアの販売に関わる売上<br>【対象商品】<br>・パッケージ版業務支援ソフトウェア「.NSシリーズ」＊2<br>・作業分析ソフトウェア「OTRS」<br>・その他のソフトウェア・ITツール<br>・PC・プリンター等のハードウェア<br>【対象売上】<br>・リース販売、売切り、導入支援費　他 | Sales related to the sale of licensed software<br>[Product type]<br>・“.NS Series” , a packaged business support software ＊2<br>・“OTRS”, a work-analysis software<br>・Other software and IT tools<br>・Devices such as PC and printers<br>[Sales type]<br>・Leasing sales, one-time sales, installation support fee, etc. |
| | 運用・サポート<br>Operation and support service | ライセンス型ソフトウェアの利用に関わる売上<br>【対象商品】<br>・ネットワークとデータベースの提供サービス<br>・カスタマーサポートとハードウェアの保守サービス<br>・ストックフォーム紙等のサプライ品<br>【対象売上】<br>・月額固定課金、売切り　他 | Sales related to the use of licensed software<br>[Product type]<br>・Network and database delivery services<br>・Client support and device maintenance services<br>・Supplies such as stock form paper<br>[Sales type]<br>・Fixed monthly fee, one-time sales, etc. |

＊1　サブスクリプション型での提供は「.cシリーズ」への切替え予定時期までに限定

＊2　「.cシリーズ」対象業種への新規リース販売は終了

*1 Provision in the form of monthly subscription is limited until the scheduled transition period to “.c series”.

*2 New leasing sales of “.c series” to target industries is terminated.

## 免責事項 / Disclaimer

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