

# FINANCIAL FACT BOOK

フィナンシャル ファクトブック



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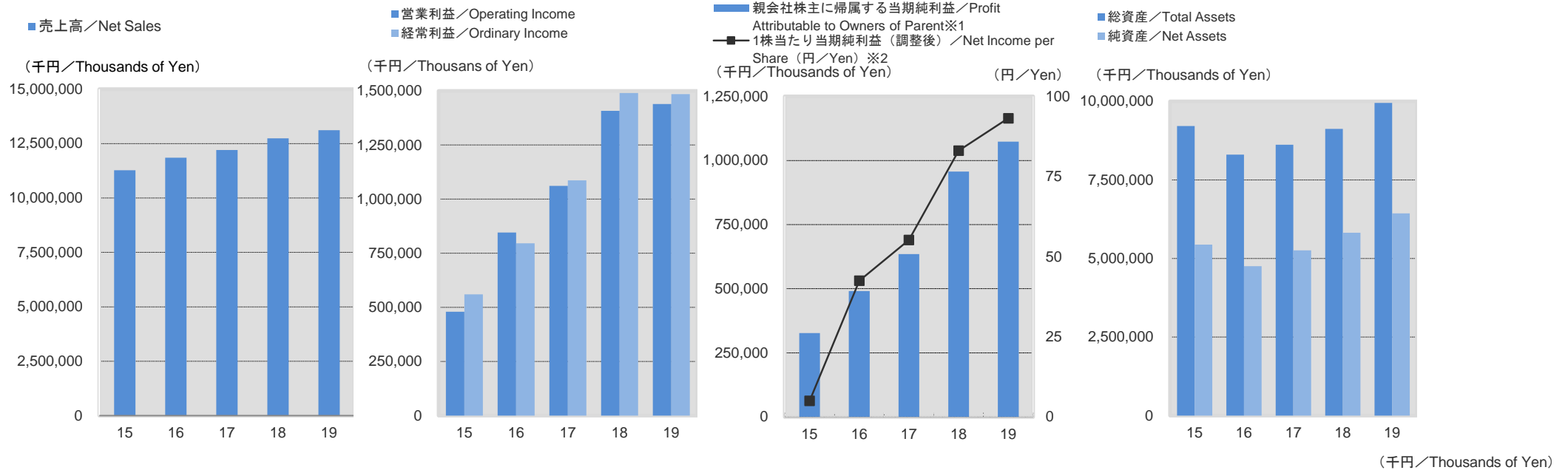
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# 連結財務ハイライト/Consolidated Financial Highlights



会計年度/Fiscal Year	2014/12	2015/12	2016/12	2017/12	2018/12	2019/12
売上高/Net Sales	10,490,260	11,278,488	11,854,331	12,206,964	12,738,877	13,109,578
売上総利益/Gross Profit	6,250,397	6,618,437	6,892,440	7,119,606	7,850,886	8,112,242
営業利益/Operating Income	850,498	480,222	845,443	1,061,208	1,408,535	1,439,433
経常利益/Ordinary Income	920,388	559,991	795,781	1,087,068	1,490,502	1,485,724
親会社株主に帰属する当期純利益/Profit Attributable to Owners of Parent※1	500,154	327,088	490,966	635,504	956,562	1,073,365
1株当たり当期純利益(調整後)/Net Income per Share(円/Yen)※2	42.96	5.00	42.47	55.17	83.04	93.18
	(千円/Thousands of Yen)					
総資産/Total Assets	9,529,521	9,216,148	8,302,496	8,619,102	9,123,183	9,954,513
純資産/Net Assets	5,657,214	5,441,708	4,757,785	5,256,344	5,819,058	6,434,792
	(千円/Thousands of Yen)					
営業活動によるキャッシュ・フロー/Cash Flows from Operating Activities	1,380,852	1,457,022	1,530,698	1,557,254	1,878,400	1,693,763
投資活動によるキャッシュ・フロー/Cash Flows from Investing Activities	(1,599,131)	166,993	(371,514)	(670,075)	(361,699)	(891,275)
財務活動によるキャッシュ・フロー/Cash Flows from Financing Activities	(475,956)	(460,935)	(1,669,044)	(472,912)	(547,349)	(671,132)

※1 2016年12月期より、「当期純利益」を「親会社に帰属する当期純利益」と記載しています。/Until FY2015, "Net Income" is documented.

※2 当社は2014年4月1日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。/We conducted a 100-for-1 share split which became effective as of April 1, 2014. 1株当たり当期純利益は当該株式分割後の数値を記載しています。/Net income per share is based on the number of shares after the stock splits.

## 四半期推移(連結) / Quarter by Trend (Consolidated)

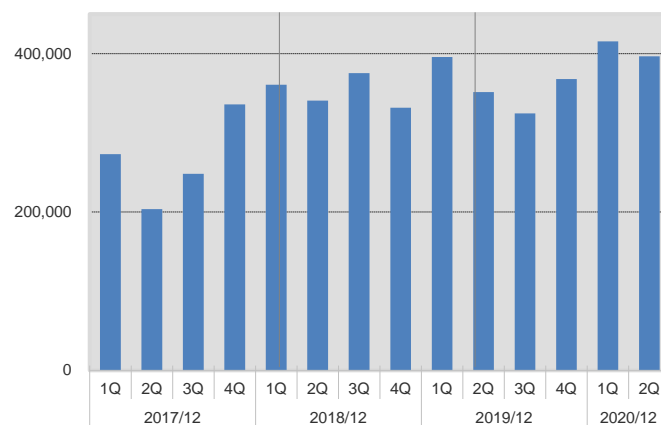
売上高 / Net Sales

(千円 / Thousands of Yen)



営業利益 / Operating Income

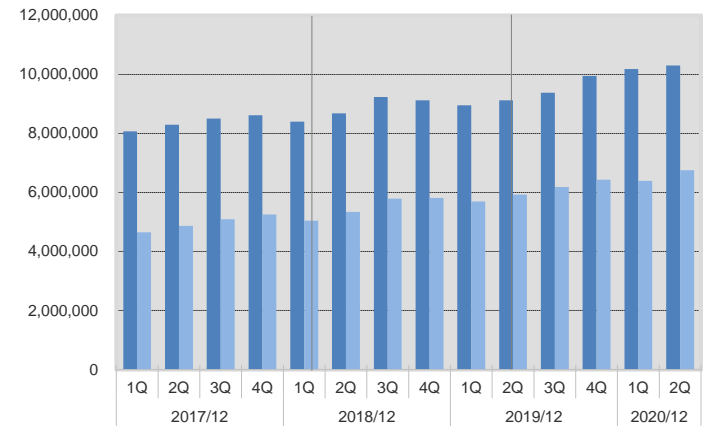
(千円 / Thousands of Yen)



■ 総資産 / Total Assets

■ 純資産 / Net Assets

(千円 / Thousands of Yen)



会計年度 / Fiscal Year

(千円 / Thousands of Yen)

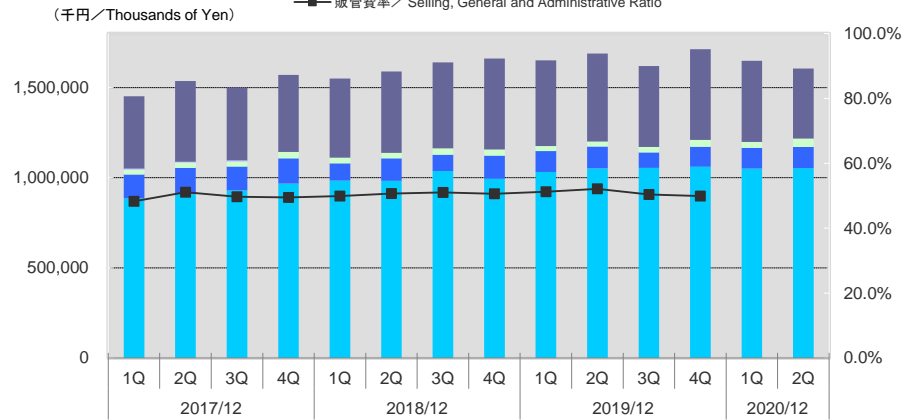
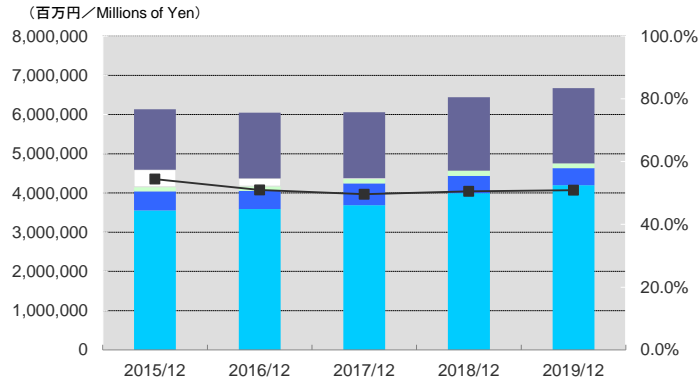
	2017/12				2018/12				2019/12				2020/12			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高 / Net Sales	3,007,359	3,007,593	3,019,044	3,172,967	3,106,878	3,133,443	3,213,765	3,284,789	3,222,879	3,239,801	3,212,545	3,434,352	3,445,235	3,336,696		
売上原価 / Cost of Sales	1,282,018	1,267,601	1,271,190	1,266,547	1,195,159	1,203,707	1,197,852	1,291,271	1,175,918	1,199,675	1,268,595	1,353,147	1,381,051	1,333,589		
売上総利益 / Gross Profit	1,725,340	1,739,991	1,747,854	1,906,419	1,911,719	1,929,736	2,015,912	1,993,518	2,046,961	2,040,126	1,943,950	2,081,205	2,064,184	2,003,106		
EBITDA	305,211	236,845	282,296	370,416	391,764	370,736	410,419	365,179	423,597	379,214	355,089	406,307	447,368	442,857		
償却費 / Depreciation and amortization※1	30,076	31,089	31,811	34,380	31,019	30,146	34,926	33,472	27,805	27,842	30,646	38,481	31,765	46,064		
のれん償却費 / Goodwill amortization	2,086	1,974	2,146	0	0	0	0	0	0	0	0	0	0	0		
営業利益 / Operating Income	273,049	203,782	248,339	336,036	360,745	340,590	375,493	331,706	395,791	351,372	324,443	367,826	415,603	396,793		
経常利益 / Ordinary Income	268,025	232,471	253,814	332,757	352,615	385,091	427,521	325,273	396,433	357,454	338,789	393,048	493,010	428,994		
親会社株主に帰属する当期純利益 / Profit Attributable to Owners of Parent※2	186,307	176,237	183,721	89,238	231,089	293,774	301,647	130,050	326,358	306,409	287,399	153,197	359,895	338,710		
総資産 / Total Assets	8,070,626	8,295,539	8,507,954	8,619,102	8,404,568	8,680,100	9,238,949	9,123,183	8,958,423	9,125,950	9,382,290	9,954,513	10,184,249	10,305,992		
純資産 / Net Assets	4,648,882	4,870,794	5,095,949	5,256,344	5,047,890	5,340,279	5,796,753	5,819,058	5,700,377	5,928,769	6,182,936	6,434,792	6,397,693	6,754,000		

※1 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 / Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

※2 2016年12月期より、「当期純利益」を「親会社に帰属する当期純利益」と記載しています。 / Until FY2015, "Net Income" is documented.

# 販売費及び一般管理費内訳／Selling, General and Administrative Expenses

■ 人件費 / Personnel Expenses  
■ 営業費 / Marketing Expenses※1  
■ 償却費 / Depreciation※2  
■ のれん償却費 / Goodwill Amortization  
■ その他 / The Other Expenses  
■ 販管費率 / Selling, General and Administrative Ratio



会計年度 / Fiscal Year	(千円/Thousands of Yen)				
	2015/12	2016/12	2017/12	2018/12	2019/12
販売費及び一般管理費 / Selling, General and Administrative Expenses	6,138,215	6,046,996	6,058,398	6,442,351	6,672,808
人件費 / Personnel Expenses	3,557,522	3,591,591	3,692,125	3,997,748	4,199,711
営業費 / Marketing Expenses※1	486,911	462,014	552,561	441,300	433,346
償却費 / Depreciation※2	115,113	124,559	128,109	129,565	124,775
のれん償却費 / Goodwill Amortization	435,694	197,466	6,207	0	0
その他 / The Other Expenses	1,542,973	1,671,363	1,679,393	1,873,736	1,914,974
			(%)	(%)	
販管費率 / Selling, General and Administrative Ratio	54.4%	51.0%	49.6%	50.6%	50.9%
売上高 / Net Sales	11,278,488	11,854,331	12,206,964	12,738,877	13,109,578

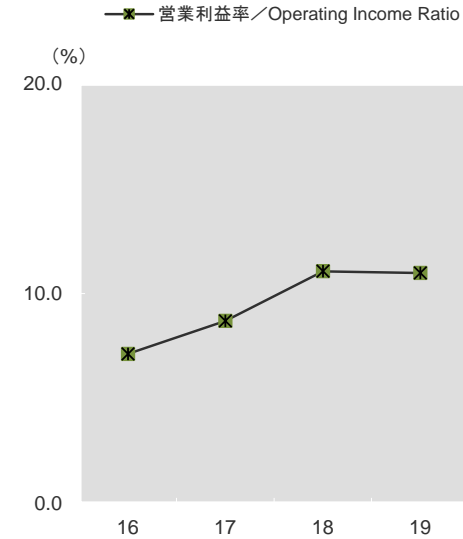
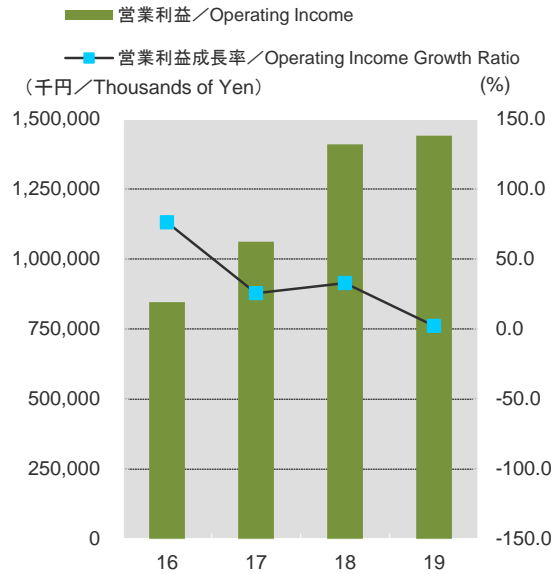
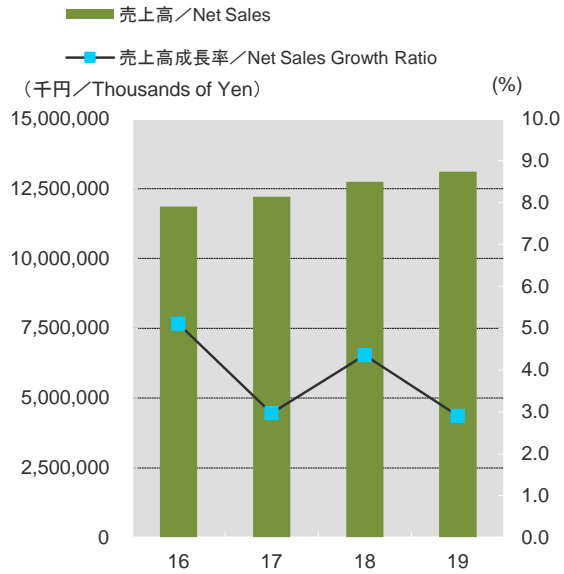
会計年度 / Fiscal Year	(千円/Thousands of Yen)															
	2017/12				2018/12				2019/12				2020/12			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
販売費及び一般管理費 / Selling, General and Administrative Expenses	1,452,291	1,536,208	1,499,515	1,570,383	1,550,974	1,589,146	1,640,419	1,661,811	1,651,169	1,688,753	1,619,507	1,713,378	1,648,580	1,606,312		
人件費 / Personnel Expenses	885,236	908,263	930,303	968,322	983,983	983,188	1,036,813	993,762	1,032,445	1,052,274	1,054,306	1,060,685	1,050,723	1,053,133		
営業費 / Marketing Expenses※1	133,140	146,848	132,622	139,950	96,216	124,510	90,892	129,681	115,349	121,359	85,840	110,797	115,573	117,939		
償却費 / Depreciation※2	30,076	31,840	31,811	34,380	31,019	30,146	34,926	33,472	27,805	27,842	30,646	38,481	31,765	46,064		
のれん償却費 / Goodwill Amortization	2,086	1,974	2,146	-	-	-	-	-	-	-	-	-	-	-		
その他 / The Other Expenses	401,751	447,279	402,632	427,729	439,754	451,300	477,786	504,894	475,569	487,277	448,713	503,414	450,518	389,175		
									(%)	(%)	(%)	(%)	(%)	(%)		
販管費率 / Selling, General and Administrative Ratio	48.3%	51.1%	49.7%	49.5%	49.9%	50.7%	51.0%	50.6%	51.2%	52.1%	50.4%	49.9%	47.9%	48.1%	#DIV/0!	#DIV/0!
売上高 / Net Sales	3,007,359	3,007,593	3,019,044	3,172,967	3,106,878	3,133,443	3,213,765	3,284,789	3,222,879	3,239,801	3,212,545	3,434,352	3,445,235	3,336,696		

※1 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 /

Depreciation=Amortization of Tangible and Intangible Assets + Software Amortization + R&D Expenses + Amortization of Trademarks and Patents

※2 営業費=広告宣伝費+販売手数料+販売促進費 / Marketing Expenses=Advertising Expenses + Sales Commission + Sales Promotion Expenses

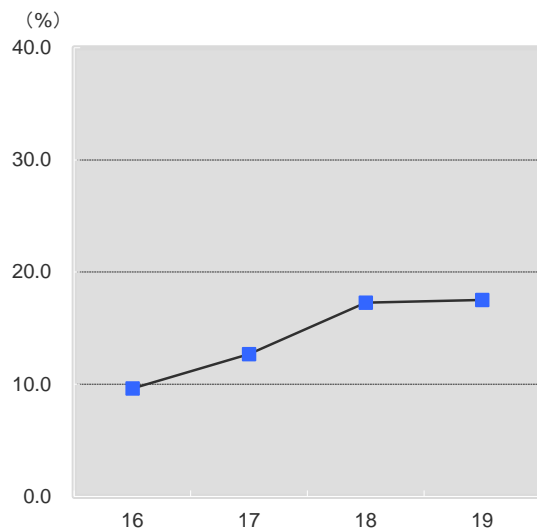
# 成長性・収益性／Growth & Profitability



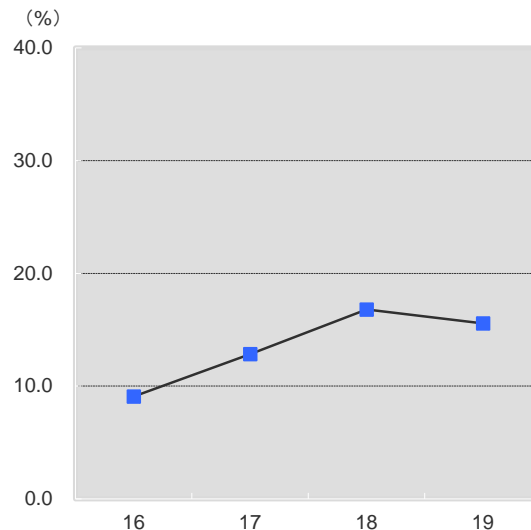
会計年度／Fiscal Year	2014/12	2015/12	2016/12	2017/12	2018/12	2019/12
売上高成長率／Net Sales Growth Ratio	-	7.5	5.1	3.0	4.4	2.9
営業利益成長率／Operating Income Growth Ratio	-	-43.5	76.1	25.5	32.7	2.2
売上原価率／Cost of Sales Ratio	40.4	41.3	41.9	41.7	38.4	38.1
売上総利益率／Gross Profit Ratio	59.6	58.7	58.1	58.3	61.6	61.9
営業費率／Marketing Expenses Ratio	51.5	54.4	51.0	49.6	50.6	50.9
営業利益率／Operating Income Ratio	8.1	4.3	7.1	8.7	11.1	11.0
	(千円／Thousands of Yen)					
売上高／Net Sales	10,490,260	11,278,488	11,854,331	12,206,964	12,738,877	13,109,578
売上原価／Cost of Sales	4,239,863	4,660,051	4,961,891	5,087,358	4,887,991	4,997,336
売上総利益／Gross Profit	6,250,397	6,618,437	6,892,440	7,119,606	7,850,886	8,112,242
販売費及び一般管理費／Selling, General and Administrative Expenses	5,399,899	6,138,215	6,046,996	6,058,398	6,442,351	6,672,808
営業費／Marketing Expenses	474,757	486,911	462,014	552,561	441,300	433,346
のれん償却費／Goodwill amortization	263,989	435,694	197,466	6,207	-	-
営業利益／Operating Income	850,498	480,222	845,443	1,061,208	1,408,535	1,439,433
営業費＝広告宣伝費＋販売手数料＋販売促進費／Marketing Expenses＝Advertising Expenses＋Sales Commission＋Sales Promotion Expenses						

## 効率性/Efficiency

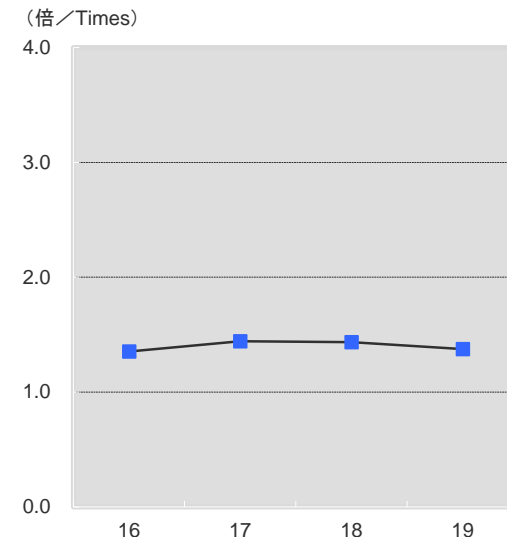
自己資本当期利益率/Return on Equity (ROE)



総資産経常利益率/Return on Asset (ROA)



総資産回転率/Asset Turnover



会計年度/Fiscal Year

		2014/12	2015/12	2016/12	2017/12	2018/12	2019/12
自己資本当期純利益率/Return on Equity (ROE)	(%)	-	5.9	9.6	12.7	17.3	17.5
総資産経常利益率/Return on Asset (ROA)	(%)	-	6.0	9.1	12.8	16.8	15.6
総資産回転率/Asset Turnover	(倍/Times)	-	1.2	1.4	1.4	1.4	1.4

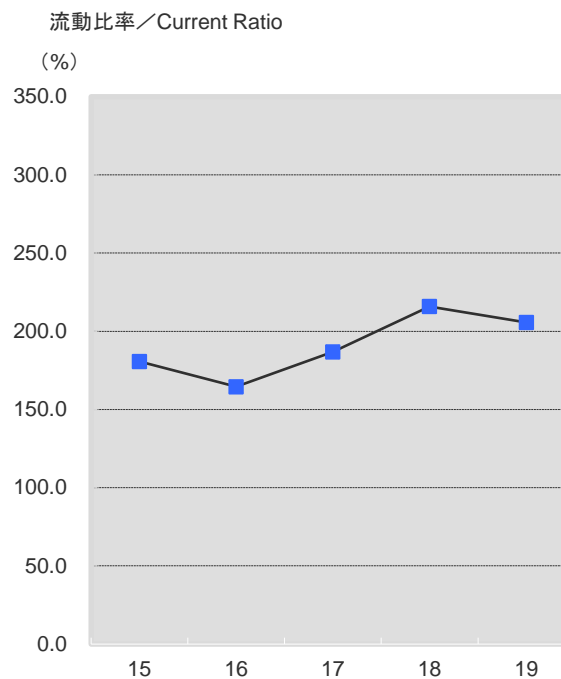
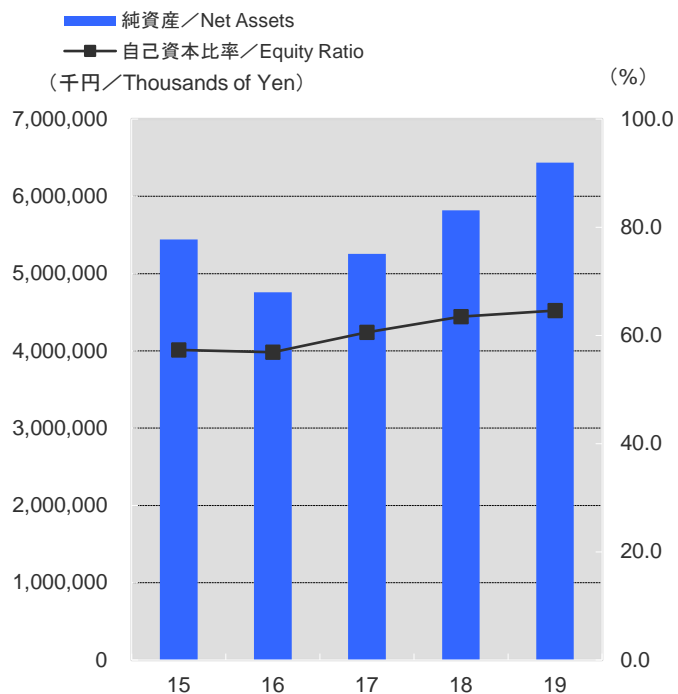
ROE = (当期純利益 ÷ 期首自己資本 + 期末自己資本) ÷ 2 × 100 / ROE = (Net Income / Average of Beginning and Ending Shareholders' Equity) × 100

ROA = (経常利益 ÷ ((期首総資産 + 期末総資産) ÷ 2)) × 100 / ROA = (Ordinary Income / Average of Beginning and Ending Total Assets) × 100

注) 上記数値については、簡略に計算しているため実際の開示資料と誤差があります。

(千円/Thousands of Yen) thousands of Yen)

売上高/Net Sales	10,490,260	11,278,488	11,854,331	12,206,964	12,738,877	13,109,578
経常利益/Ordinary Income	920,388	559,991	795,781	1,087,068	1,490,502	1,485,724
親会社株主に帰属する当期純利益/Profit Attributable to Owners of Parent	500,154	327,088	490,966	635,504	956,562	1,073,365
純資産/Net Assets	5,657,214	5,441,708	4,757,785	5,256,344	5,819,058	6,434,792
総資産/Total Assets	9,529,521	9,216,148	8,302,496	8,619,102	9,123,183	9,954,513



会計年度/Fiscal Year	2014/12	2015/12	2016/12	2017/12	2018/12	2019/12
自己資本比率/Equity Ratio	59.3	57.3	56.9	60.6	63.5	64.6
流動比率/Current Ratio	183.3	180.7	164.6	186.9	215.8	205.7
	(千円/Thousands of Yen) Thousands of Yen)					
純資産/Net Assets	5,657,214	5,441,708	4,757,785	5,256,344	5,819,058	6,434,792
総資産/Total Assets	9,529,521	9,216,148	8,302,496	8,619,102	9,123,183	9,954,513
現金及び預金/Cash and Deposit	2,693,080	3,330,247	3,170,349	3,695,991	4,356,680	4,433,619
リース債務/Lease Obligations	628,232	761,359	667,010	514,080	385,562	284,079
受取利息/Interest Income	25,305	17,353	5,158	8,366	11,430	9,207
受取配当金/Dividend Income	7,314	5,368	1,999	3,616	8,317	4,428
支払利息/Interest Expense	20,889	18,684	15,595	9,847	8,128	4,523
流動資産/Total Current Assets	5,264,767	5,620,957	5,062,124	5,544,158	6,579,492	6,864,534
流動負債/Total Current Liabilities	2,871,644	3,111,482	3,075,213	2,966,316	3,048,367	3,336,472

事業関連情報\_クラウドホスティング事業/Key Indicators\_Cloud Hosting Segment

クラウド・ホスティング事業/Cloud Hosting Segment

会計年度 / Fiscal Year (千円 / Thousands of Yen)	2017/12				2018/12				2019/12				2020/12			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高(内取含) / Net Sales	1,462,278	1,407,803	1,404,974	1,432,905	1,412,393	1,390,398	1,392,902	1,382,514	1,369,947	1,392,602	1,403,782	1,445,201	1,465,331	1,411,306		
売上原価 / Cost of Sales	893,347	899,494	865,629	865,197	869,481	858,106	848,907	843,572	811,477	847,186	868,075	941,855	929,681	891,761		
売上総利益 / Gross Profit	568,931	508,308	539,344	567,708	542,912	532,291	543,995	538,941	558,470	545,416	535,707	503,345	535,649	519,544		
販売費及び一般管理費 / Selling, General and Administrative Expenses	503,878	457,682	457,780	501,244	474,011	445,457	472,025	464,752	457,299	472,693	457,561	463,830	450,294	437,429		
EBITDA	76,968	62,414	90,602	76,524	80,618	96,884	85,995	85,399	109,738	80,855	87,996	53,472	95,139	91,926		
償却費(のれん除く) / Depreciation and Amortization ext Goodwill	10,590	10,685	9,039	10,061	11,717	10,051	14,025	11,210	8,568	8,133	9,851	13,957	9,785	9,811		
のれん償却費 / Goodwill Amortization	1,326	1,103	-	-	-	-	-	-	-	-	-	-	-	-		
人件費 / Personnel Expenses	293,408	254,696	273,483	294,683	274,803	261,377	278,212	265,513	274,855	278,621	281,453	268,874	270,584	258,594		
営業利益 / Operating Income	65,052	50,626	81,563	66,463	68,901	86,833	71,969	74,188	101,170	72,722	78,145	39,515	85,354	82,115		
営業利益率 / Operating Income Divided by Net Sales	4.4%	3.6%	5.8%	4.6%	4.9%	6.2%	5.2%	5.4%	7.4%	5.2%	5.6%	2.7%	5.8%	5.8%	#DIV/0!	#DIV/0!
従業員数 / Number of Employees Quarterly Average	380	403	410	392	449	418	411	421	406	412	402	391	385	383		

※償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 /

Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

商材別売上高 / Sales by Product

(千円 / Thousands of Yen)																
共用 / Shared Server	424,493	418,473	408,629	403,569	398,898	394,868	391,885	376,161	377,211	377,411	406,542	390,959	394,742	372,648		
VPS / Virtual Private Server	147,185	145,758	141,670	136,421	137,738	138,441	138,650	135,233	135,489	135,351	130,408	123,506	127,243	131,296		
専用 / Dedicated Server	245,779	236,290	226,760	216,553	220,872	213,174	210,825	208,505	204,711	189,810	167,912	162,816	188,039	186,208		
マネージド / Managed Dedicated Server	57,013	54,034	51,587	44,941	43,686	41,531	41,646	39,724	46,124	39,250	35,273	33,400	25,661	19,866		
クラウド / Public and Private Cloud Server	300,814	298,711	301,215	334,415	330,562	338,518	349,044	352,063	342,736	352,212	362,293	405,231	456,375	434,731		
OEM	83,074	83,486	81,565	76,098	73,113	73,151	73,392	69,608	68,912	69,190	69,731	60,788	62,047	60,050		

商材別会員数 / Subscribers by Products

(利用プラン数 / Number of Active Plans)																
共用 / Shared Server	78,221	76,974	73,941	73,139	71,705	69,650	67,647	65,617	63,686	61,839	60,393	60,516	60,803	59,806		
VPS / Virtual Private Server	12,521	12,409	12,038	11,953	11,880	11,744	11,579	11,346	11,166	10,824	10,492	10,208	10,005	9,577		
専用 / Dedicated Server	2,650	2,580	2,443	2,389	2,340	2,290	2,269	2,232	2,197	2,148	2,098	2,070	2,109	2,020		
パブリッククラウド / Public Cloud Server※1	4,160	4,184	4,157	4,171	4,158	4,038	3,996	3,923	3,863	3,824	3,726	3,758	3,747	3,704		
OEM	21,152	19,723	19,665	18,919	18,604	18,352	17,936	17,509	16,916	16,579	15,524	15,296	15,085	14,883		

※1パブリッククラウドのみ利用件数を別から転記



## 事業関連情報\_セキュリティ事業/Key Indicators\_Internet Security Segment

### セキュリティ事業/Internet Security Segment

会計年度/Fiscal Year (千円/Thousands of Yen)	2017/12				2018/12				2019/12				2020/12			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高(内取含)/Net Sales	1,358,592	1,374,809	1,394,216	1,538,906	1,520,330	1,570,249	1,650,739	1,667,522	1,698,211	1,685,715	1,658,089	1,842,836	1,776,543	1,781,358		
売上原価/Cost of Sales	338,516	333,346	358,643	350,367	293,827	310,726	327,174	394,669	329,711	328,773	375,654	411,473	381,318	395,283		
売上総利益/Gross Profit	1,020,076	1,041,463	1,035,572	1,188,539	1,226,503	1,259,523	1,323,564	1,272,853	1,368,499	1,356,942	1,282,435	1,431,363	1,395,224	1,386,074		
販売費及び一般管理費/Selling, General and Administrative Expenses	801,522	809,948	806,918	871,718	862,714	890,306	932,062	934,288	942,326	941,898	900,807	976,906	959,467	911,531		
EBITDA	234,236	247,038	244,928	334,686	377,442	383,516	406,670	354,730	440,072	429,129	396,811	473,027	454,183	506,990		
償却費(のれん除く)/Depreciation and Amortization ext Goodwill	15,683	15,524	16,274	17,866	13,654	14,299	15,168	16,165	13,900	14,086	15,184	18,571	18,427	32,447		
のれん償却費/Goodwill amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
人件費/Personnel Expenses	452,570	463,246	491,761	524,001	540,956	553,217	580,152	535,388	563,877	570,117	571,717	581,067	591,136	594,924		
営業利益/Operating Income	218,553	231,514	228,654	316,820	363,788	369,217	391,502	338,565	426,172	415,043	381,627	454,456	435,756	474,543		
営業利益率/Operating Income Divided by Net Sales	16.1%	16.8%	16.4%	20.6%	23.9%	23.5%	23.7%	20.3%	25.1%	24.6%	23.0%	24.7%	24.5%	26.6%	#DIV/0!	#DIV/0!
従業員数/Number of Employees Quarterly Average	374	394	416	436	401	423	410	425	438	460	458	469	479	486		

※償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却

Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

### 国内外別売上高(大量発行分含)/Sales by Product

(千円/Thousands of Yen)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
国内売上割合/Rate of Domestic Sales	33.3%	31.8%	29.9%	27.6%	32.3%	30.2%	32.1%	28.9%	32.3%	33.0%	34.7%	33.2%	35.6%	34.3%		
海外売上割合/Rate of Oversea Sales	66.7%	68.2%	70.1%	72.4%	67.7%	69.8%	67.9%	71.1%	67.7%	67.0%	65.3%	66.8%	64.4%	65.8%		

### 電子証明書発行枚数(大量発行分含)/Number of SSLs Issued ※

(枚/Sheet)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
国内発行枚数/Number of Domestic Issues	58,168	69,443	75,411	98,131	101,396	97,554	104,418	103,700	107,645	113,845	120,766	119,359	119,770	123,528		
海外発行枚数/Number of Oversea Issues	120,506	125,118	123,612	132,482	126,865	162,801	131,799	164,709	204,775	151,376	121,449	127,851	161,657	146,177		
合計/Total	178,674	194,561	199,023	230,613	228,261	260,355	236,217	268,409	312,420	265,221	242,215	247,210	281,427	269,705		

※監査後の数値、大量発行含む

## 事業関連情報\_ソリューション事業/Key Indicators\_Solution Segment

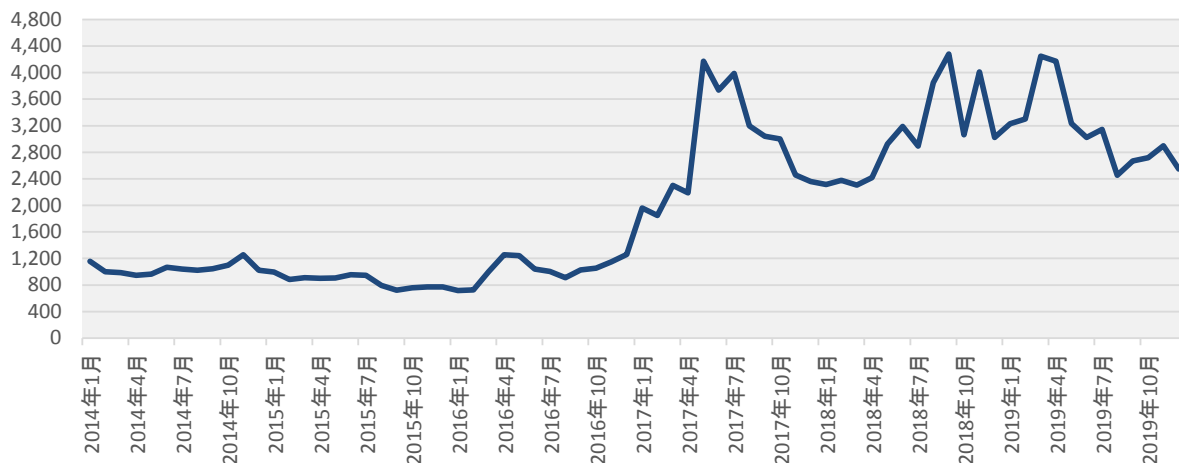
### ソリューション事業/Solution Segment

会計年度/Fiscal Year (千円/Thousands of Yen)	2017/12				2018/12				2019/12				2020/12			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高(内取含)/Net Sales	254,099	282,955	285,833	270,228	252,002	241,262	246,268	293,987	247,972	253,436	237,586	274,668	304,919	250,123		
売上原価/Cost of Sales	57,634	78,999	73,600	81,565	71,369	69,281	61,079	86,108	79,375	65,682	63,459	79,372	129,620	106,078		
売上総利益/Gross Profit	196,464	203,955	212,232	188,663	180,632	171,980	185,188	207,878	168,597	187,754	174,127	195,295	175,298	144,044		
販売費及び一般管理費/Selling, General and Administrative Expenses	206,961	282,524	275,786	236,751	253,323	286,974	273,167	296,244	299,388	324,693	309,315	322,455	286,058	301,868		
EBITDA	(5,726)	(71,856)	(53,581)	(41,589)	(67,043)	(109,198)	(82,247)	(82,268)	(125,455)	(131,318)	(129,577)		(107,208)	(154,018)	0	0
償却費(のれん除く)/Depreciation and Amortization ext Goodwill	3,802	5,631	6,496	6,498	5,647	5,795	5,731	6,096	5,336	5,621	5,610	5,951	3,551	3,805		
のれん償却費/Goodwill Amortization	969	1,081	3,476	0	-	-	-	-	-	-	-	-	-	-		
人件費/Personnel Expenses	139,664	190,751	165,473	149,785	168,223	168,593	178,449	192,860	193,711	203,534	201,135	210,744	189,001	199,615		
営業費/Marketing Expenses	10,497	17,653	25,718	16,544	9,995	33,190	14,407	19,413	13,597	23,986	17,636	14,762	16,352	29,401		
営業利益/Operating Income	▲ 10,497	▲ 78,568	▲ 63,553	▲ 48,087	▲ 72,690	▲ 114,993	▲ 87,979	▲ 88,365	▲ 130,791	▲ 136,939	▲ 135,187	▲ 127,160	▲ 110,759	▲ 157,823		
営業利益率/Operating Income Divided by Net Sales	-4.1%	-27.8%	-22.2%	-17.8%	-28.8%	-47.7%	-35.7%	-30.1%	-52.7%	-54.0%	-56.9%	-46.3%	-36.3%	-63.1%	#DIV/0!	#DIV/0!
従業員数/Number of Employees Quarterly Average	93	94	92	75	74	73	73	70	69	67	71	72	76	76		

※償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却/

Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

株価の推移 / Stock Price Trend



終値ベース / Closing price at TOKYO STOCK EXCHANGE

株価推移 / Stock Price Trend

会計年度 / Fiscal Year	2015/12	2016/12	2017/12	2018/12	2019/12
高値 / High	1,039	1,486	4,675	4,400	4,585
安値 / Low	680	575	1,274	1,862	2,322
終値 / Closing Price	770	1,261	2,359	3,025	2,546
年間売買高(株) / Yearly Volume (shares)	6,064,000	11,253,900	34,041,000	20,156,000	17,921,500

発行済株式数 / Number of Shares Outstanding

会計年度 / Fiscal Year	2015/12	2016/12	2017/12	2018/12	2019/12
期末発行済株式数 / Number of Shares Outstanding at Fiscal Year End	11,693,000	11,693,000	11,693,000	11,693,000	11,693,000

1株当たり情報 / Per Share Data

会計年度 / Fiscal Year	2015/12	2016/12	2017/12	2018/12	2019/12
1株当たり純資産 / Net Assets per Share	453.61	410.17	453.11	502.75	556.31
1株当たり当期純利益 / Net Income (Loss) per Share	28.10	42.47	55.17	83.04	93.18
1株当たり配当金 / Cash Dividends per Share	14.00	21.25	27.60	41.52	46.59

\*1 株式情報は以下の株式分割を考慮した数値を記載しています。 / Stock information is based on the number of shares after the stock splits.

当社は2014年4月27日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。 / We conducted a 100-for-1 share split which became effective as of April 27th, 2014.

大株主 (上位10名) / Major Shareholders

(2019年12月31日現在 / As of December 31, 2019)

株主名 / Name of Shareholder	持株数 / Shares	議決権比率 / Controlling Share
GMO インターネット / GMO Internet, Inc.	5,966,900	51.80%
日本トラスティ・サービス信託銀行株式会社(信託口) / Japan Trustee Services Bank, Ltd.(Trust account)	973,400	8.45%
株式会社あおやま / Aoyama, Inc.	430,000	3.73%
青山 満 / Mitsuru Aoyama	246,700	2.14%
水谷 量材 / Ryoza Mizutani	235,500	2.04%
GMO クラウド株式会社 / GMO CLOUD K.K.	173,616	-
資産管理サービス信託銀行株式会社(証券投資信託口) / Trust & Custody Services Bank, Ltd.(Trust account)	139,000	1.21%
中條 一郎 / Ichiro Chujyo	107,600	0.93%
日本マスタートラスト信託銀行株式会社 / The Master Trust Bank of Japan, Ltd.	96,400	0.84%
株式会社SBI証券 / SBI SECURITIES Co.,Ltd.	77,136	0.67%

所有者別分布状況 / Composition of Shareholders by Category

	株式数 / Shares	構成比 / (%)
金融機関 / Financial Institutions	1,514,900	12.96%
金融商品取引業者 / Securities Companies	277,159	2.37%
その他法人 / Other Corporations	6,460,211	55.25%
外国法人等 / Foreign Corporations	418,351	3.58%
個人・その他 / Individuals and Other	2,848,763	24.36%
自己名義株式 / Treasury Stock	173,616	1.48%
合計 / Total	11,693,000	100.00%

株主還元指標 / Shareholder Return Data

会計年度 / Fiscal Year	2015/12	2016/12	2017/12	2018/12	2019/12
連結配当性向 / Payout Ratio	49.8	50.0	50.0	50.0	50.0
連結総還元性向 / Return to Shareholders Ratio	49.8	75.1	50.0	50.0	50.0

配当性向 = 1株当たり配当金 ÷ 1株当たり当期純利益 × 100  
 Payout Ratio = Cash Dividends per Share ÷ Net Income per Share × 100

総還元性向 = (配当金総額 + 自社株式取得総額) ÷ 当期純利益 × 100  
 Return to Shareholders Ratio = (Cash Dividends + Share Buybacks) ÷ Net Income × 100

## 会社概要 / Corporate Profile

2019年12月31日現在 / As of December 31, 2019

<b>社名</b>	GMOクラウド株式会社	<b>Corporate Name</b>	GMO CLOUD K.K.
<b>所在地</b>	〒150-8512 東京都渋谷区桜丘町26番1号 セルリアンタワー10F 03-6415-6100	<b>Head Office</b>	10F Cerulean Tower, 26-1, Sakuragaoka-cho, Shibuya-ku, Tokyo 150-8512, Japan +81-3-6415-6100
<b>設立</b>	1993年12月	<b>Founded</b>	December, 1993
<b>従業員数</b>	932 名	<b>Number of Employees</b>	932
<b>資本金</b>	916 百万円	<b>Paid in Capital</b>	916 million
<b>決算期</b>	12月31日	<b>Fiscal Year End</b>	December 31st
<b>株式の総数等</b>	34,360,000 株	<b>Number of Shares Authorized</b>	34,360,000 shares
<b>発行済株式総数</b>	11,693,000 株	<b>Number of Shares Outstanding</b>	11,693,000 shares
<b>株主数(自己株式含む)</b>	7,680 名	<b>Number of Shareholders</b>	7,680
<b>単元株式数</b>	100 株	<b>Stock Transaction Unit</b>	100 share
<b>上場市場 証券コード</b>	東京証券取引所 市場第一部 3788	<b>Stock Listing Stock Code</b>	TOKYO STOCK EXCHANGE, FIRST SECTION 3788