

# FACT BOOK 2021

株式会社アイネス  
INES Corporation  
<https://www.ines.co.jp>

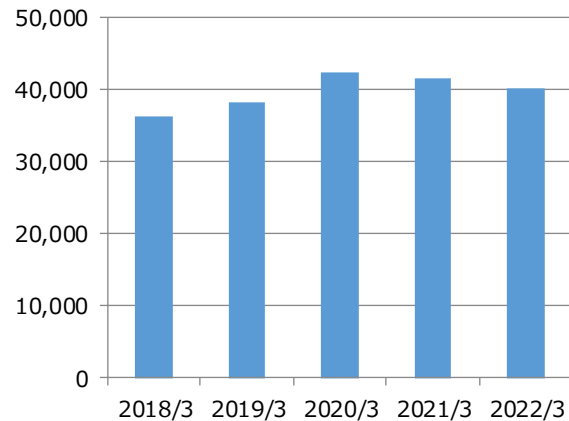
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# 1. 連結財務ハイライト (収益性) Consolidated financial highlights(profitability)

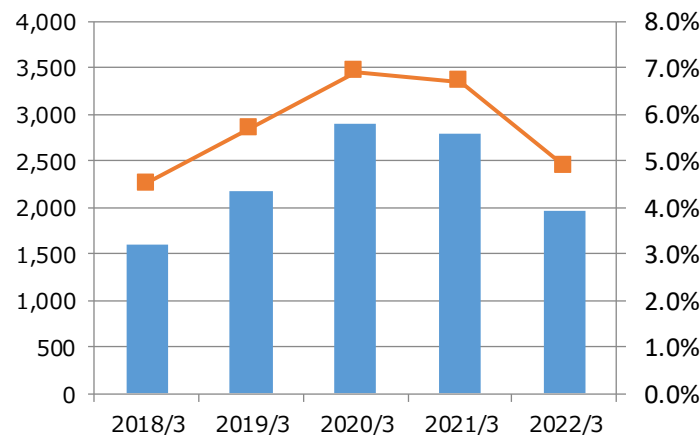
(単位：百万円 Million Yen)

■ 売上高 Net sales



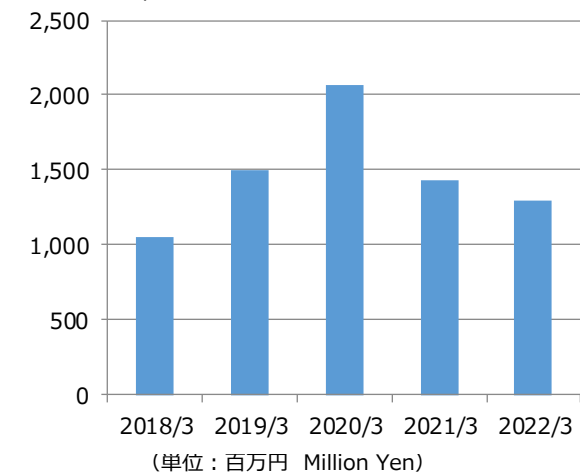
(単位：百万円 Million Yen)

■ 営業利益 Operating income  
 ■ 営業利益率 Operating income/Net sales



(単位：百万円 Million Yen)

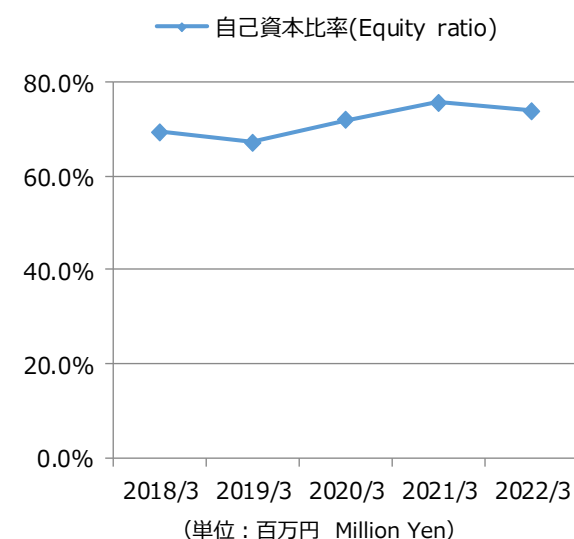
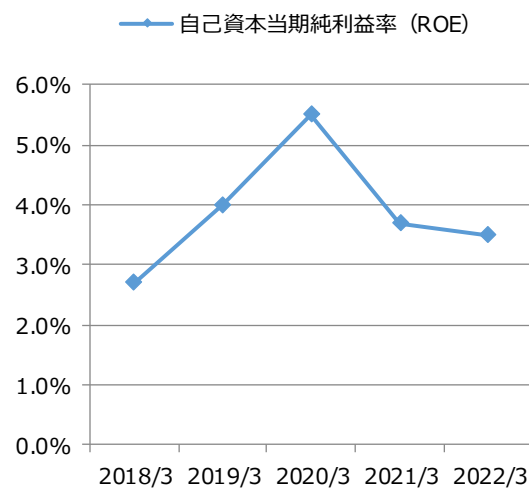
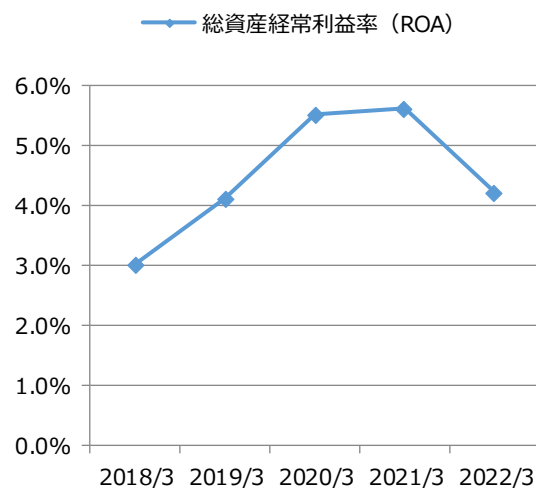
■ 当期純利益 Net income attributable to owners of parent



|                 |  | 2018/3 | 2019/3 | 2020/3 | 2021/3 | 2022/3 |
|-----------------|--|--------|--------|--------|--------|--------|
| 売上高             | Net sales                                    | 36,119 | 38,143 | 42,278 | 41,573 | 40,033 |
| 売上総利益           | Gross profit                                 | 7,452  | 7,580  | 9,157  | 8,578  | 8,477  |
| 販売費及び一般管理費      | Selling, general and administrative expenses | 5,844  | 5,410  | 6,253  | 5,791  | 6,514  |
| 営業利益            | Operating income                             | 1,608  | 2,169  | 2,903  | 2,786  | 1,963  |
| 営業利益率           | Operating income/Net sales                   | 4.5%   | 5.7%   | 6.9%   | 6.7%   | 4.9%   |
| 経常利益            | Ordinary income                              | 1,657  | 2,233  | 2,957  | 2,925  | 2,060  |
| 親会社株主に帰属する当期純利益 | Net income attributable to owners of parent  | 1,057  | 1,492  | 2,063  | 1,432  | 1,300  |

## 2. 連結財務ハイライト (効率性・安全性)

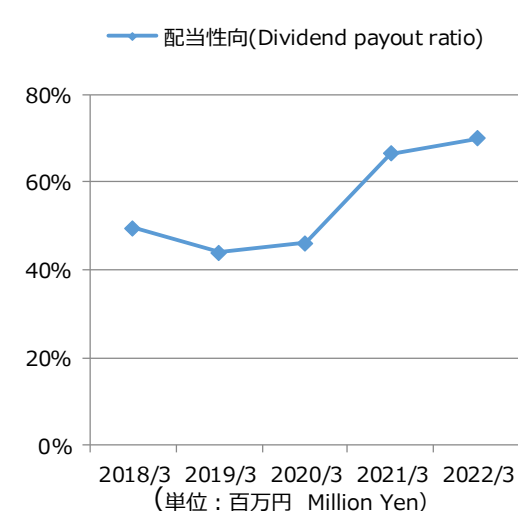
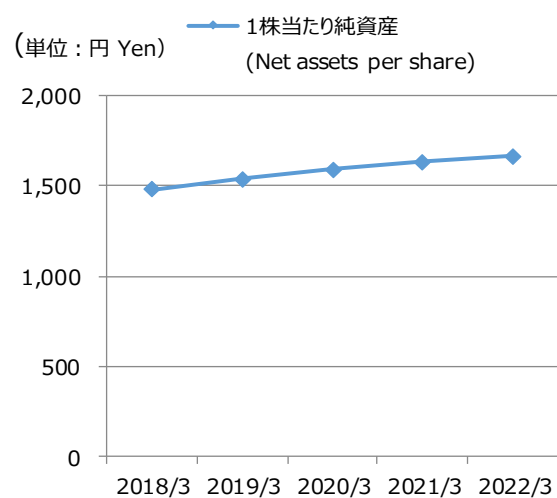
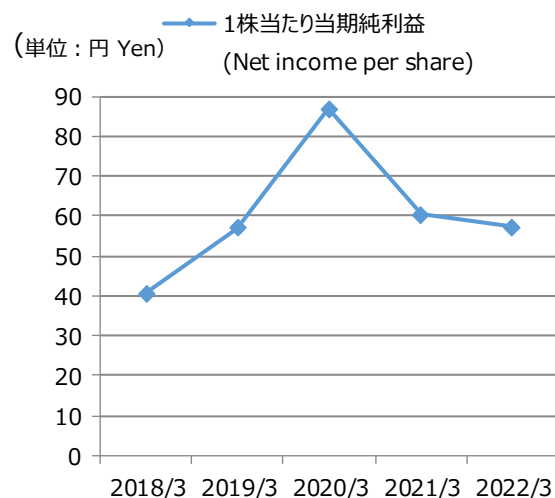
## Consolidated financial highlights (efficiency & safety)



|                  |                                     | 2018/3 | 2019/3 | 2020/3 | 2021/3 | 2022/3 |
|------------------|-------------------------------------|--------|--------|--------|--------|--------|
| 総資産              | Total assets                        | 55,587 | 54,443 | 52,677 | 51,261 | 46,827 |
| 総資産経常利益率 (ROA)   | Ordinary income/<br>Total assets    | 3.0%   | 4.1%   | 5.5%   | 5.6%   | 4.2%   |
| 純資産              | Net assets                          | 38,574 | 36,538 | 37,868 | 38,795 | 34,620 |
| 自己資本当期純利益率 (ROE) | Net income/<br>Shareholders' equity | 2.8%   | 4.0%   | 5.5%   | 3.7%   | 3.5%   |
| 自己資本比率           | Equity ratio                        | 69.4%  | 67.1%  | 71.9%  | 75.7%  | 73.9%  |
| 流動比率             | Current ratio                       | 356.2% | 258.9% | 419.1% | 428.7% | 364.9% |
| 固定比率             | Fixed ratio                         | 84.5%  | 92.0%  | 51.2%  | 67.1%  | 70.8%  |

### 3. 連結財務ハイライト (投資指標・その他)

### Consolidated financial highlights (Investment indicators/ Other)

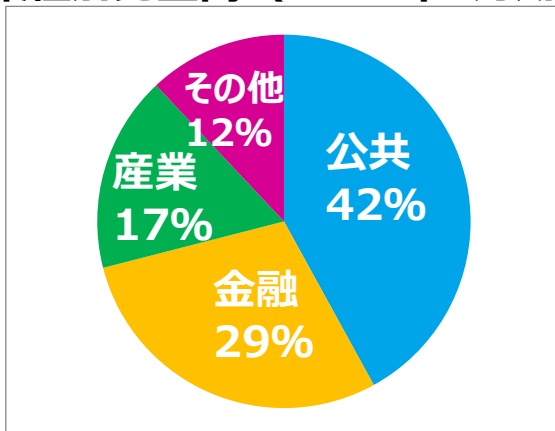


|      |                 |   | 2018/3   | 2019/3   | 2020/3   | 2021/3   | 2022/3   |
|------|-----------------|---|----------|----------|----------|----------|----------|
| 投資指標 | 発行済株式総数 (千株)    | Number of outstanding shares (1,000 shares) | 28,600   | 23,900   | 23,900   | 23,900   | 23,900   |
|      | 自己株式数 (千株)      | Number of treasury shares (1,000 shares)    | 2,495    | 134      | 96       | 94       | 3,107    |
|      | 1株当たり当期純利益 (円銭) | Net income per share                        | 40.51    | 56.93    | 86.72    | 60.16    | 57.23    |
|      | 1株当たり純資産 (円銭)   | Net assets per share                        | 1,477.71 | 1,537.45 | 1,590.87 | 1,629.73 | 1,665.00 |
|      | 1株当たり配当金 (円)    | Dividends per share                         | 20       | 25       | 40       | 40       | 40       |
|      | 配当性向            | Dividend payout ratio                       | 49.4%    | 43.9%    | 46.1%    | 66.5%    | 69.9%    |
| その他  | 設備投資            | Capital expenditures                        | 1,159    | 761      | 1,192    | 371      | 721      |
|      | 減価償却            | Depreciation                                | 2,227    | 2,575    | 2,402    | 2,224    | 2,125    |
|      | 研究開発費           | Research and development expenses           | 307      | 405      | 486      | 646      | 1,324    |
|      | 従業員数 (人)        | Number of employees                         | 1,680    | 1,638    | 1,685    | 1,614    | 1,527    |

## 4. 業種別売上高・受注高

Consolidated net sales and order volume by sector

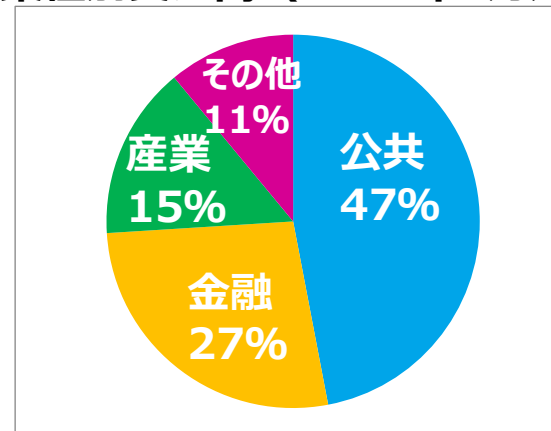
業種別売上高（2022年3月期）



売上高 Consolidated net sales

|     |                  | 2021/3 | 2022/3 |
|-----|------------------|--------|--------|
| 公共  | Public           | 17,095 | 16,668 |
| 金融  | Financial        | 11,999 | 11,419 |
| 産業  | General industry | 6,772  | 6,942  |
| その他 | Other            | 5,706  | 5,003  |
| 合計  | Total            | 41,573 | 40,033 |

業種別受注高（2022年3月期）



(単位：百万円 Million Yen)

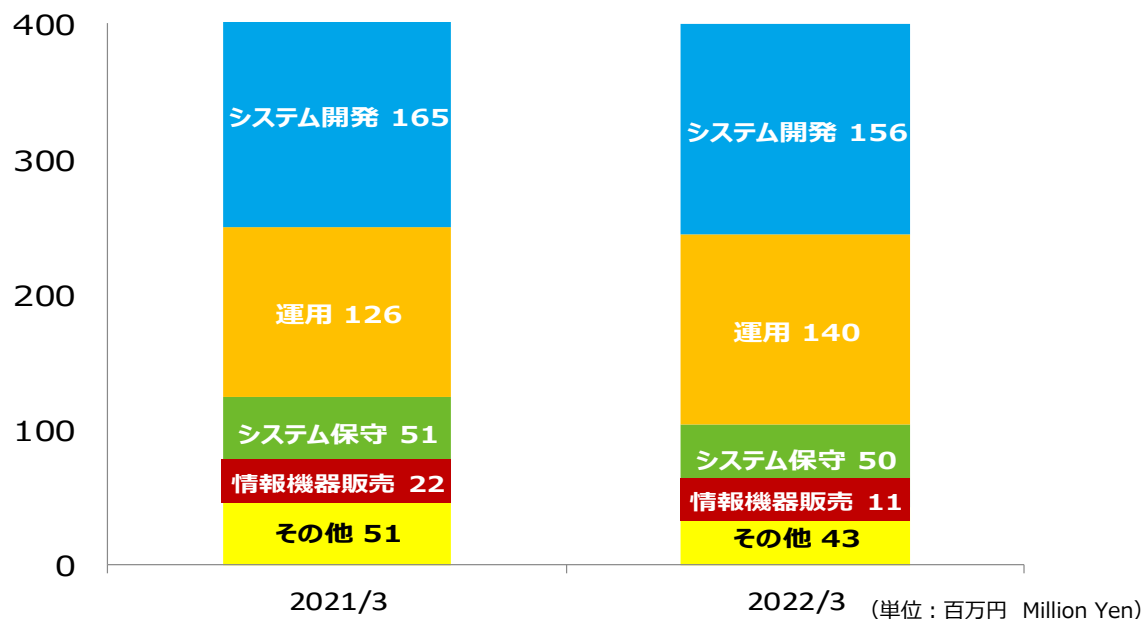
受注高 Order volume

|     |                  | 2021/3 | 2022/3 |
|-----|------------------|--------|--------|
| 公共  | Public           | 16,914 | 20,182 |
| 金融  | Financial        | 11,720 | 11,757 |
| 産業  | General industry | 6,953  | 6,355  |
| その他 | Other            | 5,706  | 5,044  |
| 合計  | Total            | 41,293 | 43,338 |

## 5. 商品・サービス別売上高

## Consolidated net sales by product/service

(単位：億円 100 Million Yen)



|        |                                | 2021/3 | 2022/3 |
|--------|--------------------------------|--------|--------|
| システム開発 | System development             | 16,489 | 15,560 |
| 運用     | System operation               | 12,642 | 14,029 |
| システム保守 | System maintenance             | 5,084  | 5,030  |
| 情報機器販売 | Sales of information equipment | 2,237  | 1,126  |
| その他    | Other                          | 5,119  | 4,285  |
| 合計     | Total                          | 41,573 | 40,033 |

## 6. 連結貸借対照表

## Consolidated Balance Sheets

(単位：百万円 Million Yen)

|                 |   | 2018/3 | 2019/3 | 2020/3 | 2021/3 | 2022/3 |
|-----------------|---|--------|--------|--------|--------|--------|
| <b>資産の部</b>     | <b>Assets</b>                             |        |        |        |        |        |
| 流動資産            | Current assets                            | 22,984 | 20,839 | 33,291 | 25,222 | 22,323 |
| 現金及び預金          | Cash and deposits                         | 11,261 | 9,940  | 22,049 | 10,602 | 9,945  |
| 仕掛品             | Work in process                           | 1,374  | 1,163  | 940    | 760    | 210    |
| その他             | Other                                     | 10,348 | 9,735  | 10,301 | 13,860 | 12,167 |
| 固定資産            | Non-current assets                        | 32,602 | 33,604 | 19,385 | 26,038 | 24,504 |
| 有形固定資産          | Property, plant and equipment             | 22,260 | 22,071 | 4,106  | 1,914  | 1,878  |
| 無形固定資産          | Intangible assets                         | 3,111  | 3,673  | 3,800  | 3,620  | 2,680  |
| 投資その他の資産        | Investments and other assets              | 7,230  | 7,859  | 11,478 | 20,503 | 19,945 |
| 資産合計            | Total assets                              | 55,587 | 54,443 | 52,677 | 51,261 | 46,827 |
| <b>負債の部</b>     | <b>Liabilities</b>                        |        |        |        |        |        |
| 流動負債            | Current liabilities                       | 6,453  | 8,050  | 7,944  | 5,884  | 6,117  |
| 買掛金             | Accounts payable-trade                    | 2,647  | 1,961  | 2,184  | 2,343  | 2,153  |
| 賞与引当金           | Provision for bonuses                     | 1,118  | 1,119  | 1,327  | 1,136  | 1,047  |
| その他             | Other                                     | 2,688  | 4,969  | 4,433  | 2,404  | 2,916  |
| 固定負債            | Non-current liabilities                   | 10,558 | 9,854  | 6,864  | 6,580  | 6,089  |
| 負債合計            | Total liabilities                         | 17,012 | 17,904 | 14,808 | 12,465 | 12,207 |
| <b>純資産の部</b>    | <b>Net Assets</b>                         |        |        |        |        |        |
| 株主資本            | Shareholders' equity                      | 39,410 | 37,311 | 38,705 | 39,204 | 34,913 |
| その他の<br>包括利益累計額 | Accumulated other<br>comprehensive income | △835   | △773   | △836   | △408   | △293   |
| 純資産合計           | Total net assets                          | 38,574 | 36,538 | 37,868 | 38,795 | 34,620 |
| 負債純資産合計         | Total net assets and liabilities          | 55,587 | 54,443 | 52,677 | 51,261 | 46,827 |



## 7. 連結損益計算書

## Consolidated Statement of income

(単位：百万円 Million Yen)

|                     |   | 2018/3 | 2019/3 | 2020/3 | 2021/3 | 2022/3 |
|---------------------|---|--------|--------|--------|--------|--------|
| 売上高                 | Net sales                                       | 36,119 | 38,143 | 42,278 | 41,573 | 40,033 |
| 売上原価                | Cost of sales                                   | 28,667 | 30,562 | 33,121 | 32,995 | 31,556 |
| 売上総利益               | Gross profit                                    | 7,452  | 7,580  | 9,157  | 8,578  | 8,477  |
| 販売費及び<br>一般管理費      | Selling, general and<br>administrative expenses | 5,844  | 5,410  | 6,253  | 5,791  | 6,514  |
| 営業利益                | Operating income                                | 1,608  | 2,169  | 2,903  | 2,786  | 1,963  |
| 営業外収益               | Non-operating income                            | 108    | 150    | 113    | 164    | 121    |
| 営業外費用               | Non-operating expenses                          | 59     | 87     | 59     | 25     | 23     |
| 経常利益                | Ordinary income                                 | 1,657  | 2,233  | 2,957  | 2,925  | 2,060  |
| 特別利益                | Extraordinary income                            | 64     | -      | 4,356  | -      | 6      |
| 特別損失                | Extraordinary losses                            | 45     | 36     | 4,280  | 774    | 140    |
| 税金等調整前<br>当期純利益     | Income before income taxes                      | 1,675  | 2,196  | 3,034  | 2,150  | 1,926  |
| 法人税等                | Income taxes                                    | 618    | 704    | 970    | 718    | 626    |
| 親会社株主に帰属する<br>当期純利益 | Net income attributable to<br>owners of parent  | 1,057  | 1,492  | 2,063  | 1,432  | 1,300  |

## 8. 連結キャッシュ・フロー計算書① Consolidated Statement of Cash Flow①

(単位：百万円 Million Yen)

|                         |   | 2018/3       | 2019/3       | 2020/3       | 2021/3       | 2022/3       |
|-------------------------|---|--------------|--------------|--------------|--------------|--------------|
| <b>営業活動によるキャッシュ・フロー</b> | <b>Cash flows from operating activities</b>                   |              |              |              |              |              |
| 税金等調整前当期純利益             | Income before income taxes                                    | 1,675        | 2,196        | 3,034        | 2,150        | 1,926        |
| 減価償却費                   | Depreciation  | 2,227        | 2,575        | 2,448        | 2,227        | 2,949        |
| 減損損失                    | Impairment loss   | -            | 17           | 4,178        | 765          | 5            |
| 受注損失引当金の増減額 (△は減少)      | Increase(decrease) in provision for losses on orders received | △273         | 89           | △139         | △95          | △212         |
| 退職給付に係る負債の増減額 (△は減少)    | Increase(decrease) in net defined benefit liability           | △781         | △614         | △2,942       | 358          | △373         |
| 固定資産売却損益 (△は益)          | Loss(gain) on sales of non-current assets                     | △14          | -            | △4,307       | 2            | -            |
| 投資有価証券売却損益 (△は益)        | Loss(gain) on sales of investment securities                  | △49          | -            | -            | -            | 1            |
| 売上債権の増減額 (△は増加)         | Decrease(increase) in notes and accounts receivable-trade     | 793          | 413          | 60           | △1,098       | 1,482        |
| たな卸資産の増減額 (△は増加)        | Decrease(increase) in inventories                             | △505         | 215          | 237          | 209          | 318          |
| 仕入債務の増減額 (△は減少)         | Increase(decrease) in notes and accounts payable-trade        | 856          | △681         | 197          | 180          | △175         |
| その他                     | Other   | △68          | 174          | 115          | △1,032       | 321          |
| 小計                      | Subtotal  | 3,861        | 4,386        | 2,882        | 3,668        | 6,244        |
| 法人税等の支払額                | Income taxes paid   | △946         | △256         | △1,383       | △1,785       | △333         |
| その他                     | Other   | 18           | 215          | 13           | 34           | 515          |
| <b>営業活動によるキャッシュ・フロー</b> | <b>Net cash provided by(used in) operating activities</b>     | <b>2,933</b> | <b>4,344</b> | <b>1,512</b> | <b>1,917</b> | <b>6,427</b> |

## 9. 連結キャッシュ・フロー計算書② Consolidated Statement of Cash Flow②

(単位：百万円 Million Yen)

|                             |   | 2018/3 | 2019/3 | 2020/3 | 2021/3  | 2022/3 |
|-----------------------------|---|--------|--------|--------|---------|--------|
| <b>投資活動によるキャッシュ・フロー</b>     | <b>Cash flows from investing activities</b>                 |        |        |        |         |        |
| 定期預金の純増減額 (△は増加)            | Decrease(increase) in time deposits                         | △0     | △0     | 199    | 801     | 19     |
| 有価証券の純増減額 (△は増加)            | Net decrease (increase) in short-term investment securities | -      | -      | -      | △2,300  | -      |
| 有形固定資産の取得による支出              | Purchase of property, plant and equipment                   | △1,583 | △709   | △1,209 | △357    | △740   |
| 有形固定資産の売却による収入              | Proceeds from sales of property, plant and equipment        | 2,245  | 1,250  | 17,202 | 1,159   | -      |
| 無形固定資産の取得による支出              | Purchase of intangible assets                               | △1,518 | △1,985 | △1,327 | △1,018  | △896   |
| 投資有価証券の取得による支出              | Purchase of investment securities                           | △452   | △123   | △3,280 | △9,390  | △15    |
| 敷金及び保証金の差入による支出             | Payment for lease and guarantee deposits                    | △186   | △298   | △273   | △225    | △60    |
| その他                         | Other   | △542   | △188   | 220    | △261    | 270    |
| 投資活動によるキャッシュ・フロー            | Net cash provided by(used in) investing activities          | △2,037 | △2,055 | 11,531 | △11,592 | △1,422 |
|                             |   | 2018/3 | 2019/3 | 2020/3 | 2021/3  | 2022/3 |
| <b>財務活動によるキャッシュ・フロー</b>     | <b>Cash flows from financing activities</b>                 |        |        |        |         |        |
| 自己株式の取得による支出                | Purchase of treasury shares                                 | △1     | △6,002 | △2     | △2      | △4,569 |
| 自己株式の処分による収入                | Proceeds from disposal of treasury shares                   | -      | 2,945  | -      | -       | -      |
| 配当金の支払額                     | Cash dividends paid   | △522   | △534   | △712   | △949    | △1,053 |
| その他                         | Other   | △71    | △19    | △21    | △19     | △19    |
| 財務活動によるキャッシュ・フロー            | Net cash provided by(used in) financing activities          | △595   | △3,609 | △735   | △971    | △5,641 |
| <b>現金及び現金同等物の増減額 (△は減少)</b> | <b>Net increase(decrease) in cash and cash equivalents</b>  | 300    | △1,320 | 12,308 | △10,646 | △636   |
| <b>現金及び現金同等物の期末残高</b>       | <b>Ending cash and cash equivalent balance</b>              | 10,026 | 8,706  | 21,014 | 10,368  | 9,731  |

# 10. 会社概要

## Company Profile

(2022年3月31日時点 as of March 31,2022)

|                                  |   |
|----------------------------------|---|
| 商号<br>Name                       | 株式会社アイネス<br>INES Corporation  |
| 設立<br>Date of establishment      | 1964年7月28日<br>July 28, 1964   |
| 資本金<br>Paid-in capital           | 15,000百万円<br>¥15.0 billion  |
| 代表取締役<br>Representative Director | 代表取締役社長 吉村 晃一<br>President & Representative Koichi Yoshimura                      |
| 社員数<br>Number of employees       | 1,527人 (連結)<br>Consolidated:1,527   |
| 決算期<br>Fiscal year-end           | 3月<br>March   |
| 上場<br>Stock Listing              | 東証プライム市場 (証券コード9742) (2022.4/4~)<br>Prime Section, Tokyo Stock Exchange code:9742 |
| 本社<br>Head office                | 東京都中央区晴海3-10-1<br>3-10-1, Harumi, Chuo-ku, Tokyo 104-0053, Japan                  |
| 電話番号<br>Tel No.                  | 03-6864-3650<br>+81-3-6864-3650   |

# 11. 事業所一覧

## Offices & Branches

( 2022年3月31日時点 as of March 31,2022)

|    |  |   |
|----|--|---|
| 1  | 東京本社/晴海オフィス<br>Tokyo Head office/<br>Harumi office | 東京都中央区晴海3-10-1<br>3-10-1, Harumi, Chuo-ku                               |
| 2  | 横浜事業所<br>Yokohama office                           | 神奈川県横浜市都筑区牛久保3-9-2<br>3-9-2, Ushikubo, Tsuzuki-ku, Yokohama-shi         |
| 3  | 関東サービスセンター<br>Kanto Service Center                 | 埼玉県越谷市南越谷1-19-6<br>1-19-6, Minami-koshigaya, Koshigaya-shi              |
| 4  | 北海道支社<br>Hokkaido Branch                           | 北海道札幌市中央区大通西9-3-33<br>9-3-33, Odori-nishi, Chuo-ku, Sapporo-shi         |
| 5  | 東北支社<br>Tohoku Branch                              | 宮城県仙台市青葉区上杉 1-17-7<br>1-17-7, Kamisugi, Aoba-ku, Sendai-shi             |
| 6  | 中部支社<br>Chubu Branch                               | 愛知県名古屋市中村区名駅南 1-17-23<br>1-17-23, Meiekiminami, Nakamura-ku, Nagoya-shi |
| 7  | 関西支社<br>Kansai Branch                              | 大阪府大阪市中央区本町 2-5-7<br>2-5-7, Hon-machi, Chuo-ku, Osaka-shi               |
| 8  | 中国支社<br>Chugoku Branch                             | 広島県広島市東区若草町9-7<br>9-7, Wakakusa-cho, Higashi-ku, Hiroshima-shi          |
| 9  | 九州支社<br>Kyushu Branch                              | 福岡県福岡市博多区博多駅前 3-2-1<br>3-2-1, Hakata-Ekimae, Hakata-ku, Fukuoka-shi     |
| 10 | シンガポール支店<br>Singapore Branch                       | 16 Raffles Quay #27-04 Hong Leong Building Singapore 048581             |

## 12. グループ会社一覧

## Subsidiaries & Affiliates

(2022年3月31日時点 as of March 31, 2022)

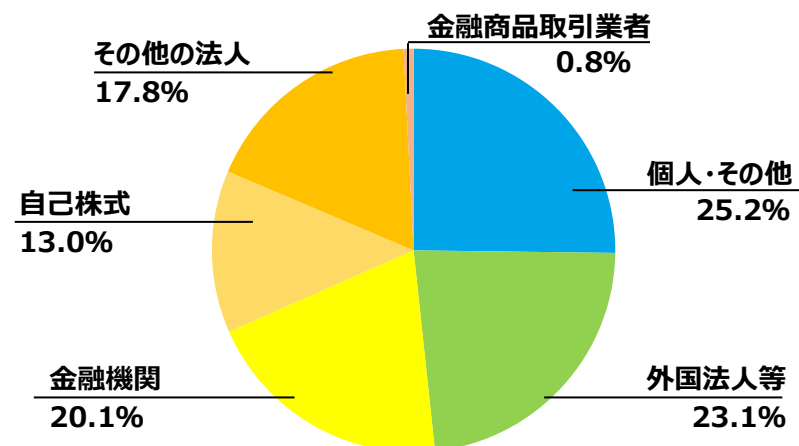
| 商号<br>Name  | 事業内容<br>Business  | 出資比率<br>Investment<br>ratio | 連結/非連結<br>Consolidated/<br>Non-<br>Consolidated |
|---|---|-----------------------------|---|
| 株式会社アイネス総合研究所<br>INES Research Institute, Inc.                  | 社会イノベーションに関する調査研究<br>Research on social innovation  | 100%                        | 連結<br>Consolidated                              |
| 株式会社KDS<br>KDS, Inc.  | システムの開発・運用、人材派遣及び<br>データエントリー<br>System development, operation,<br>Temporary staffing, Data entry | 100%                        | 連結<br>Consolidated                              |
| 株式会社SKサポートサービス<br>Security & Knowledge Support<br>Service, Inc. | システム運用<br>System operation  | 100%                        | 連結<br>Consolidated                              |
| 株式会社アイネス総合サービス<br>INES INTEGRATE SERVICE, Inc.                  | 管理事務代行サービス及び<br>コーポレート業務支援<br>Shared services,<br>Corporate support services                      | 100%                        | 連結<br>Consolidated                              |
| 愛寧寿情報システム（上海）有限公司<br>INES Shanghai Corporation Ltd.             | システムの設計及び開発<br>System design, development   | 100%                        | 非連結<br>Non-<br>Consolidated                     |
| 愛寧寿情報システム（香港）有限公司<br>INES HongKong Ltd.                         | システムの設計及び開発<br>System design, development   | 100%                        | 非連結<br>Non-<br>Consolidated                     |

# 13. 株式の状況 Stock Information

(2022年3月31日時点 as of March 31, 2022)

|   |                        |
|---|------------------------|
| 発行済株式総数<br>Number of outstanding shares | 23,900,000株<br>shares  |
| 株主数<br>Number of shareholders           | 5,445人<br>shareholders |

## 所有者別分布状況 Shareholder Classification



## 大株主 Major Shareholders

| 株主名<br>Names   | 株式数 (千株)<br>Number of Shares | 持株比率<br>Shareholding |
|--|------------------------------|----------------------|
| 株式会社三菱総合研究所<br>Mitsubishi Research Institute, Inc.                               | 4,052                        | 16.95%               |
| 日本マスタートラスト信託銀行株式会社 (信託口)<br>The Master Trust Bank of Japan ,Ltd. (Trust Account) | 2,959                        | 12.38%               |
| GOLDMAN SACHS INTERNATIONAL  | 1,337                        | 5.59%                |
| アイネスグループ社員持株会<br>INES Employee's Shareholding Society                            | 1,194                        | 4.99%                |
| 株式会社日本カストディ銀行 (信託口)<br>Custody Bank of Japan, Ltd. (Trust Account)               | 974                          | 4.07%                |

(注) 上記のほか、自己株式が3,107,001株あります。

In addition to the shares stated above, the Company has 3,107,001 shares of treasury stock.

## 14. 免責事項 Disclaimer

### 免責事項

本資料は投資判断の参考となる情報提供のみを目的として作成したものであり、当社株式の購入や売却などを勧誘するものではありません。

投資に関する決定は、投資家ご自身の判断において行われますようお願い致します。  
掲載内容については細心の注意を払っておりますが、内容の正確性、完全性について保障するものではありません。

### Disclaimer

This material is produced for the purpose of supplying information to serve as a reference for investment decisions only. The material does not encourage transactions in the Company's shares, including their purchase and sale.

The Company asks that investors make decisions relating to their investments based on their own judgment.

The Company exercises extreme caution regarding the details of the information it publishes. However, the Company does not guarantee the accuracy or completeness of the details of such information.

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