



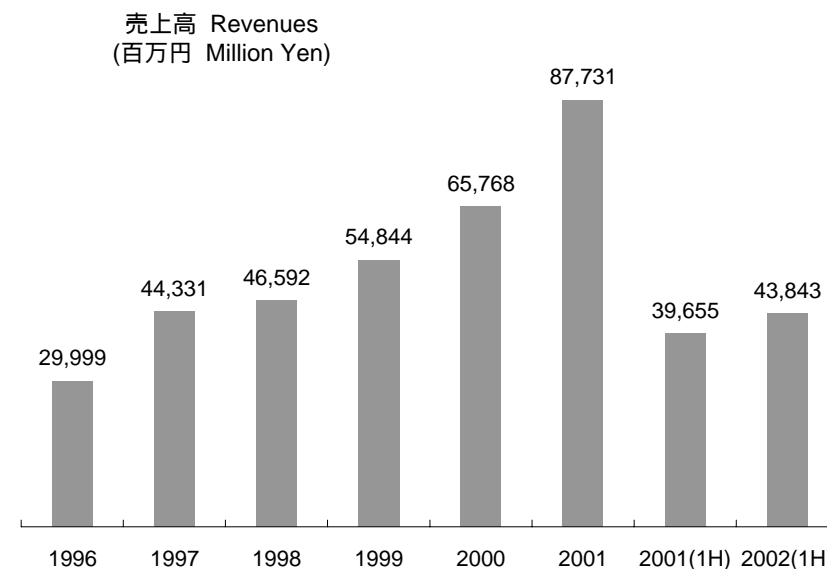
2002年5月期 中間決算補足資料  
FIRST HALF BUSINESS RESULT (1H FY5/2002)

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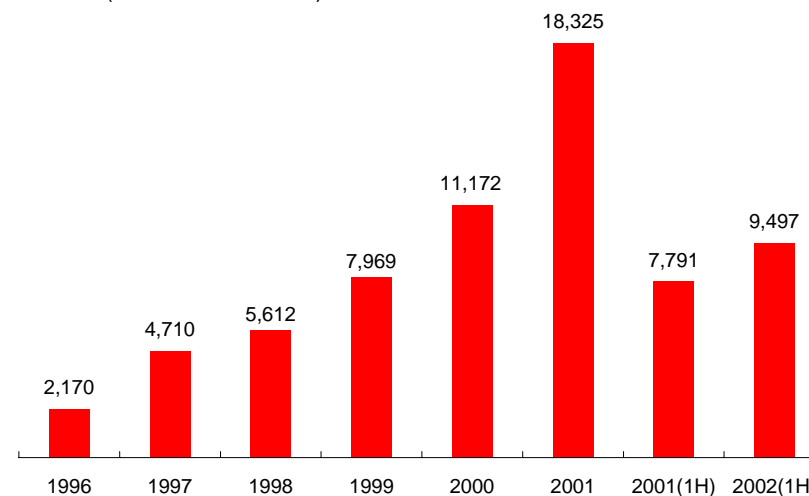
# 1 . 会社概要 CORPORATE SUMMARY

商号 Company Name	日本オラクル株式会社 Oracle Corporation Japan	
設立 Established	1985年10月15日 October 15, 1985	
資本金 Paid-In Capital	221億31百万円 (2001年11月30日現在) 22,131Million Yen (as of November 30, 2001)	
代表者 President	代表取締役社長 新宅正明 Masaaki Shintaku (SVP, Oracle Corporation)	
従業員数 Number of Employee	1,595名 (2001年11月30日現在) 1,595 (as of November 30, 2001)	
事業内容 Scope of Business	ソフトウェアプロダクトの販売及び当該ソフトウェアプロダクトの利用を支援する各種サービスの提供 Sale of software products and provision of various kinds of services supporting the use of such software products	
所在地 Head office	東京都 千代田区 紀尾井町 4 - 1 ニューオータニガーデンコート New Otani Garden Court 4-1, Kioi-cho, Chiyoda-ku, Tokyo	
事業所 Offices	本社	Head Office, Tokyo
	北海道支社	Hokkaido Regional Office, Sapporo
	東北支社	Tohoku Regional Office, Sendai
	中部支社	Chubu Regional Office, Nagoya
	北陸支社	Hokuriku Regional Office, Kanazawa
	西日本支社	West Japan Regional Office, Osaka
	西部支社	Kyushu Regional Office, Fukuoka
	沖縄支社	Okinawa Regional Office, Naha
	用賀オフィス	Yoga Office, Tokyo
	中野坂上オフィス	Nakano-sakaue Office, Tokyo

## 業績動向 Revenues and Net Income



## 当期利益 Net Income (百万円 Million Yen)



## 2 . 貸借対照表 BALANCE SHEETS (ASSETS)

( 1 0 0 0 円 Thousands of Yen )

決算期 Period	1996/5	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001 / 11
流動資産 Current assets	10,623,273	16,443,820	20,229,677	57,351,429	86,433,471	104,394,547	87,835,428	96,816,298
現金及び預金 Cash & Deposits	4,065,929	2,371,285	4,718,338	40,714,757	48,061,592	65,580,385	50,795,234	59,452,536
受取手形 Notes receivable, trade	-	-	22,939	29,870	13,807	15,868	8,665	3,434
売掛金 Accounts receivable, trade	4,983,896	10,083,669	9,695,065	9,984,296	13,394,505	14,635,327	13,448,253	14,887,099
有価証券 Marketable and other securities	-	-	-	-	18,020,165	17,019,994	16,983,593	15,854,694
商品 Inventories	337,116	356,865	236,161	213,457	145,517	83,530	111,367	53,516
短期貸付金 Short-term loans receivable	1,015,062	3,004,565	5,004,364	5,001,050	5,000,111	5,000,000	5,003,457	5,000,000
その他 Other current assets	305,353	745,542	779,667	1,488,995	1,945,080	2,294,787	1,657,346	1,703,700
貸倒引当金 Allowance for doubtful accounts	84,087	118,110	226,860	80,998	147,309	235,347	172,487	138,683
固定資産 Fixed assets	4,685,484	6,227,773	5,826,309	5,800,026	5,860,680	6,811,891	6,992,374	6,796,890
有形固定資産 Tangible fixed assets	1,765,007	2,393,769	2,424,734	2,388,735	1,975,890	1,724,376	1,849,698	1,568,861
建物付属設備 Leasehold improvement	426,167	526,818	485,860	475,136	503,515	505,569	545,372	477,664
器具及び備品 Furniture and equipment	1,338,840	1,866,950	1,938,873	1,913,599	1,472,374	1,218,807	1,304,325	1,091,197
無形固定資産 Intangible fixed assets	16,727	25,960	26,533	26,443	82,994	76,864	84,653	73,864
投資等 Investments and other assets	2,903,749	3,808,043	3,375,042	3,384,847	3,801,795	5,010,649	5,058,022	5,154,165
資産合計 Total assets	15,308,758	22,671,594	26,055,986	63,151,456	92,294,151	111,206,438	94,827,802	103,613,189
設備投資額 Capital expenditure	2,228,275	2,255,085	1,163,324	859,543	1,308,225	1,148,298	742,491	406,614
減価償却費 Depreciation	473,993	671,734	830,477	829,353	1,408,099	962,056	491,004	422,350

## 2. 貸借対照表 BALANCE SHEETS (LIABILITIES AND STOCKHOLDERS' EQUITY)

( 1000円 Thousands of Yen )

決算期 Period	1996/5	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001/11
流動負債 Current liabilities	10,187,690	14,910,250	14,356,052	17,417,675	22,328,024	32,359,567	23,332,359	25,125,922
買掛金 Account payable, trade	2,754,463	3,307,702	2,518,667	4,239,439	4,829,816	6,510,283	5,810,478	5,463,691
未払金 Account payable, other	1,537,043	4,015,897	1,707,182	1,758,202	2,959,804	3,802,677	2,764,034	2,865,621
未払法人税等 Accrued corporation taxes	1,851,415	2,971,818	4,107,399	4,765,313	5,571,640	10,094,268	6,071,327	6,594,592
未払事業税等 Accrued enterprise taxes	525,824	856,541	1,176,898	-	-	-	-	-
未払消費税等 Accrued consumption taxes	301,558	519,712	743,132	798,662	1,375,255	1,627,476	903,928	872,867
未払費用 Accrued expenses	894,764	1,087,695	1,435,196	1,779,306	1,965,733	2,479,385	1,689,109	1,322,387
賞与引当金 Reserve for bonus payment	-	-	-	-	-	-	-	591,563
前受収益 Unearned revenue	1,382,243	1,036,444	1,506,057	2,663,966	3,793,400	5,753,391	3,855,490	5,679,910
その他 Others	940,377	1,114,436	1,161,515	1,412,783	1,832,373	2,092,084	2,237,993	1,735,288
固定負債 Long-term liabilities	244,906	290,799	152,272	511,577	460,829	309,796	344,178	317,341
退職給与引当金 Reserve for employees' retirement allowance	37,900	23,229	8,558	-	-	-	7,834	-
退職給付引当金 Allowance for retirement benefits	-	-	-	-	-	-	-	59,010
役員退職慰労引当金 Reserve for directors' retirement reward	39,731	51,695	64,197	75,048	87,333	-	-	-
長期前受収益 Long-term Unearned revenue	167,275	215,875	79,517	436,529	373,496	309,796	336,343	258,331
負債合計 Total liabilities	10,432,596	15,201,049	14,508,324	17,929,252	22,788,854	32,669,363	23,676,537	25,443,264
資本金 Common stock	341,500	356,500	3,422,250	12,164,660	22,127,910	22,127,910	22,127,910	22,131,249
資本準備金 Additional paid-in capital	152,710	152,710	1,954,790	23,602,880	33,565,880	33,565,880	33,565,880	33,569,219
利益準備金 Legal reserve	16,759	85,375	85,375	616,899	1,298,500	2,231,223	1,910,739	3,212,776
剰余金 Retained earnings	4,365,192	6,875,959	6,085,247	8,837,764	12,513,006	20,578,455	13,570,234	19,278,380
当期末処分利益 Unappropriated retained earnings	4,365,192	6,875,959	6,085,247	8,837,764	12,486,751	20,433,962	13,425,740	19,098,201
評価差額金 Profit or loss on valuation of others	-	-	-	-	-	33,605	-	6,281
自己株式 Treasury stock	-	-	-	-	-	-	-	15,419
資本合計 Total shareholders' equity	4,876,161	7,470,544	11,547,662	45,222,204	69,505,297	78,537,074	71,151,265	78,169,925
負債・資産合計 Total liabilities and shareholders' equity	15,308,758	22,671,594	26,055,986	63,151,456	92,294,151	111,206,438	94,827,802	103,613,189

### 3. 損益計算書 STATEMENTS OF INCOME

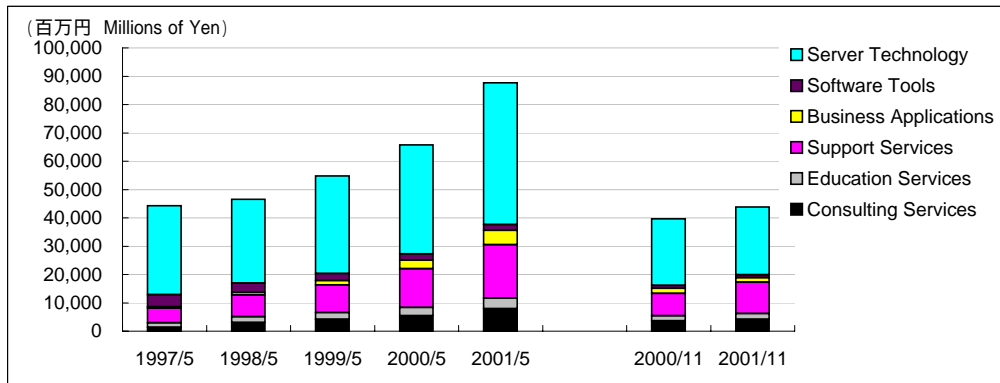
		( 1000円 Thousands of Yen )							
決算期 Period		1996/5	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001/11
売上高 Revenues		29,999,103	44,331,544	46,592,829	54,844,465	65,768,082	87,731,786	39,655,603	43,843,112
ソフトウェアの外売上高 Revenues of software		25,199,379	36,217,056	33,852,154	38,551,851	43,713,905	57,181,910	26,342,052	26,531,514
サービスの売上高 Revenues of services		4,799,724	8,114,488	12,740,675	16,292,614	22,054,177	30,549,876	13,313,551	17,311,597
売上原価 Cost of sales		12,051,596	18,004,433	19,255,634	23,004,351	26,993,180	34,603,985	15,823,326	16,233,082
ソフトウェアの外売上原価 Cost of sales of software		8,798,812	12,783,319	11,962,388	13,669,529	15,715,946	20,240,817	9,298,777	9,320,513
サービスの売上原価 Cost of sales of services		3,252,783	5,221,113	7,293,246	9,334,822	11,277,233	14,363,168	6,524,548	6,912,569
売上総利益 Gross profit on sales		17,947,507	26,327,111	27,337,195	31,840,114	38,774,902	53,127,801	23,832,277	27,610,030
販管費 Selling, general and administrative expenses		13,336,115	17,456,594	16,880,292	17,025,724	18,817,269	21,243,962	10,194,652	11,115,058
営業利益 Operating income		4,611,391	8,870,516	10,456,902	14,814,389	19,957,632	31,883,838	13,637,624	16,494,971
営業外収益 Non-operating income		28,951	70,617	588,976	872,927	241,532	312,454	142,421	68,356
受取利息 Interest income		20,844	48,882	30,066	130,698	187,611	258,380	83,444	13,516
有価証券利息 Interest on securities		-	-	-	-	-	-	-	19,599
消費税簡易課税差額収入 Relief from consumption taxes under special credit rule		-	-	515,675	694,965	-	-	-	-
その他 Other income		8,107	21,735	43,233	47,263	53,921	54,074	58,977	35,240
営業外費用 Non-operating Expenses		12,405	4,362	63,183	118,195	91,455	71,422	54,585	2,395
支払利息及び割引料 Interest expenses and discount charges		672	3,829	36,539	460	2	-	-	409
新株発行費 Stock issuance cost		388	126	23,214	85,304	82,254	25,828	25,828	-
その他 Other expenses		11,344	406	3,429	32,431	9,197	45,593	28,757	1,985
経常利益 Ordinary income		4,627,937	8,936,771	10,982,696	15,569,120	20,107,710	32,124,870	13,725,460	16,560,932
特別利益 Extraordinary income		-	-	-	145,533	-	87,333	87,333	90,261
貸倒引当金戻入額 Reversal of allowance for doubtful accounts		-	-	-	145,533	-	-	-	90,261
役員退職慰労引当金戻入 Reversal of directors' retirement reward		-	-	-	-	-	87,333	-	-
特別損失 Extraordinary loss		15,917	91,228	67,881	74,711	495,498	502,339	68,337	101,976
固定資産除売却損 Loss on sales and disposals of fixed assets		15,917	32,250	67,881	74,711	442,607	29,851	23,970	1,766
その他 Other expenses		-	58,978	-	-	52,890	472,487	44,367	100,209
税引前純利益 Income before income taxes		4,612,020	8,845,543	10,914,814	15,639,943	19,612,212	31,709,864	13,744,456	16,549,218
法人税及び住民税 Corporation and inhabitants taxes		2,441,806	3,906,227	5,302,222	-	-	-	-	-
法人税、住民税及び事業税 Income taxes-current		-	-	-	7,869,219	8,781,685	14,261,717	5,809,977	6,473,732
法人税等調整額 Income taxes-deferred		-	-	-	198,499	342,322	877,254	142,622	578,480
過年度法人税及び住民税 Prior-year corporation and inhabitants taxes		-	228,653	-	-	-	-	-	-
純利益 Net income		2,170,214	4,710,662	5,612,591	7,969,222	11,172,849	18,325,401	7,791,855	9,497,005

		( 1000円 Thousands of Yen )							
従業員給与 Salaries for employees		3,764,220	4,946,694	5,874,589	6,378,258	6,642,834	7,417,034	3,470,219	4,123,527
期末従業員数(人) Number of employees		662	969	1,128	1,269	1,417	1,551	1,448	1,595
賃借料 Facilities rental		1,305,232	1,873,654	2,412,806	2,142,241	2,059,722	2,410,060	1,166,632	1,276,718
広告宣伝費 Marketing communications costs		2,980,620	3,011,515	1,151,850	1,976,749	2,390,713	3,168,359	1,488,024	1,175,501

## 4. セグメント情報 (SEGMENT INFORMATION)

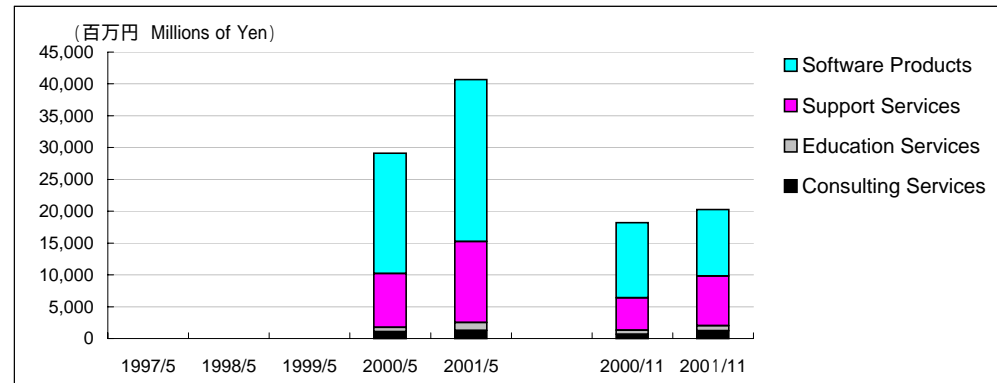
### (1) 売上高 Revenues



(百万円 Millions of Yen)

	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001/11
コンサルティングサービス Consulting Services	1,397	3,071	4,171	5,459	7,879	3,635	4,158
エデュケーションサービス Education Services	1,586	2,065	2,343	2,910	3,735	1,813	2,076
サポートサービス Support Services	5,130	7,603	9,777	13,683	18,934	7,864	11,076
ビジネスアプリケーション Business Applications	448	958	1,612	2,986	5,038	1,841	1,517
ソフトウェアツール Software Tools	4,309	3,240	2,462	2,221	2,055	1,057	1,052
サーバ・テクノロジー Server Technology	31,458	29,652	34,476	38,505	50,087	23,442	23,961
合計 Total	44,331	46,592	54,844	65,768	87,731	39,655	43,843

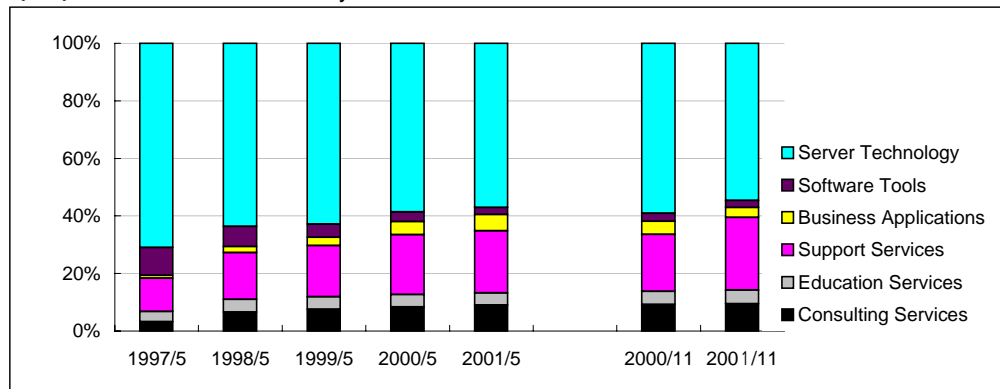
### (3) 営業利益 Operating Income by Product



(百万円 Millions of Yen)

	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001/11
コンサルティングサービス Consulting Services	-	-	-	1,059	1,241	676	1,183
エデュケーションサービス Education Services	-	-	-	681	1,290	645	820
サポートサービス Support Services	-	-	-	8,470	12,703	5,040	7,800
ソフトウェアプロダクト Software Products	-	-	-	18,907	25,448	11,833	10,464
マーケティング Marketing	-	-	-	5,465	4,922	2,501	1,836
管理部門 Administration	-	-	-	3,693	3,875	2,055	1,935
合計 Total	8,870	10,456	14,814	19,957	31,883	13,637	20,267

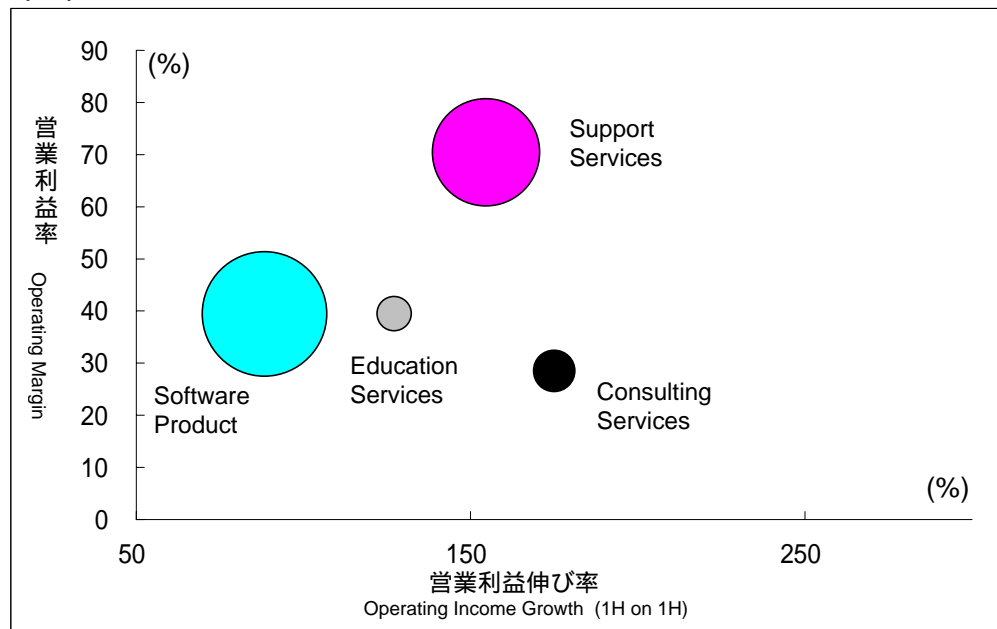
### (2) 売上構成比 Revenues by Product



(%)

	1997/5	1998/5	1999/5	2000/5	2001/5	2000/11	2001/11
コンサルティングサービス Consulting Services	3.2	6.6	7.6	8.3	9.0	9.2	9.5
エデュケーションサービス Education Services	3.6	4.4	4.3	4.4	4.2	4.6	4.7
サポートサービス Support Services	11.6	16.3	17.8	20.8	21.6	19.8	25.3
ビジネスアプリケーション Business Applications	1.0	2.1	2.9	4.5	5.7	4.6	3.5
ソフトウェアツール Software Tools	9.7	7.0	4.5	3.4	2.4	2.7	2.4
サーバ・テクノロジー Server Technology	71.0	63.6	62.9	58.6	57.1	59.1	54.7
合計 Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

### (4) 成長性と収益性による事業構成 Business Portfolio



5. キャッシュフロー計算書 CASH FLOW STATEMENTS

	2000/5	2001/5	(百万円 Millions of Yen)	
			2000/11	2001/11
営業活動によるキャッシュ・フロー Cash flows from operating activities				
1 税引前当期純利益 Income before income taxes	19,612	31,709	13,744	16,549
2 減価償却費 Depreciation and amortization	1,408	962	491	419
3 貸倒引当金の増加額 Increase in allowance for doubtful accounts	66	88	25	96
4 ゴルフ会員権の評価損 Loss on valuation of golf-club membership	52	-	-	-
5 受取利息及び配当金 Interest and dividends received	187	258	107	33
6 新株発行費 Stock issuance cost	82	25	25	0
7 投資有価証券売却損 Loss on sale of marketable securities	-	57	-	-
8 投資有価証券評価損 Loss on valuation of investments in securities	-	264	-	98
9 関係会社株式評価損 Loss on valuation of investments in stocks of affiliated companies	-	106	-	-
10 有形固定資産除却損 Loss on disposal of tangible fixed assets	48	29	23	1
11 売上債権の増加額 Increase in trade receivables	3,394	1,242	48	239
12 たな卸資産の減少額 Decrease in inventory	67	61	34	30
13 未収入金の増減額 Increase or decrease in accounts receivable	286	339	373	62
14 その他流動資産の増加額 Increase in other current assets	37	84	185	22
15 仕入債務の増加額 Increase in trade payables	590	1,680	980	1,046
16 前受収益の増加額 Increase in unearned revenue	1,066	1,896	24	124
17 未払消費税の増加額 Increase in accrued consumption taxes	576	252	471	754
18 未払金の増加額 Increase in account payable	941	610	502	808
19 賞与引当金の増加額 Increase in reserve for bonus payment	-	-	-	591
20 その他流動負債の増加額 Increase in other current liabilities	606	773	128	1,513
21 その他 Others	48	238	189	77
小計 Sub total	21,165	37,034	14,348	12,955
22 利息及び配当の受取額 Interest and dividends received	188	268	101	37
23 法人税等の支払額 Income taxes paid	7,975	9,739	5,310	9,973
営業活動によるキャッシュ・フロー Net cash provided by operating activities	13,378	27,564	9,139	3,018
投資活動によるキャッシュ・フロー Cash flows from investing activities				
1 有価証券の取得による支出 Purchases of marketable securities	8,500	300	300	5,200
2 有価証券の売却による収入 Proceeds from sale of marketable securities	500	-	-	1,301
3 関係会社株式の取得による支出 Purchases of investments in stocks of affiliated companies	-	229	232	-
4 投資有価証券の取得による支出 Purchases of investments in securities	152	762	762	93
5 有形固定資産の取得による支出 Purchases of tangible fixed assets	769	541	103	413
6 無形固定資産の取得による支出 Purchases of intangible fixed assets	12	20	-	9
7 貸付による支出 Payments for loans	5,018	5,000	-	-
8 貸付金の回収による収入 Proceeds from loans repaid	5,024	5,004	0	4
9 保証金の差入による支出 Payments for guarantee given	281	414	350	147
10 保証金の返還による収入 Proceeds from guarantee released	93	112	-	4
11 その他投資活動による収入(純額) Others	-	-	50	-
投資活動によるキャッシュ・フロー Cash flows from investing activities	9,114	2,151	1,698	4,553
財務活動によるキャッシュ・フロー Cash flows from financing activities				
1 株式の発行による収入 Common stock issued	19,843	-	-	6
2 自己株式の取得による支出 Purchases of treasury stock	473	622	530	30
3 自己株式の売却による収入 Proceeds from sale of treasury stock	464	591	499	16
4 配当の支払額 Dividends paid	6,731	9,127	6,731	9,582
5 その他財務活動による支出 Payments for other financing activities	-	25	25	-
財務活動によるキャッシュ・フロー Net cash flows from financing activities	13,103	9,184	6,003	9,590
現金及び現金同等物に係る換算差額 Effect of exchange rate changes on cash and cash equivalents	0	-	0	-
現金及び現金同等物の増加額 Net increase in cash and cash equivalents	17,367	16,228	1,437	11,124
現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of year	40,714	58,081	58,081	74,310
現金及び現金同等物の期末残高 Cash and cash equivalents at end of year	58,081	74,310	59,519	63,186

## (1) 決算実績・見通しハイライト

(百万円 Millions of Yen)

決算期 Period	1995/5	1996/5	1997/5	1998/5	1999/5	2000/5	2001/5	2002/5(E)	2000/11	2001/11
売上高 Revenues	17,919	29,999	44,331	46,592	54,844	65,768	87,731	94,300	39,655	43,843
売上総利益 Gross profit on sales	10,702	17,947	26,327	27,337	31,840	38,774	53,127	56,840	23,832	27,610
営業利益 Operating income	2,596	4,611	8,870	10,456	14,814	19,957	31,883	34,918	13,637	16,494
経常利益 Ordinary income	2,605	4,627	8,936	10,982	15,569	20,107	32,124	35,020	13,725	16,560
純利益 Net income	1,236	2,170	4,710	5,612	7,969	11,172	18,325	20,020	7,791	9,497
設備投資額 Capital expenditure	1,843	2,228	2,255	1,163	859	1,308	1,148	824	790	406
減価償却費 Depreciation	307	473	671	830	829	1,408	962	889	491	422

## (2) セグメント情報 (SEGMENT INFORMATION)

## 売上高

(百万円 Millions of Yen)

決算期 Period	1995/5	1996/5	1997/5	1998/5	1999/5	2000/5	2001/5	2002/5(E)	2000/11	2001/11
コンサルティングサービス Consulting Services	455	863	1,397	3,071	4,171	5,459	7,879	9,350	3,635	4,158
エデュケーションサービス Education Services	553	987	1,586	2,065	2,343	2,910	3,735	4,150	1,813	2,076
サポートサービス Support Services	1,686	2,948	5,130	7,603	9,777	13,683	18,934	25,800	7,864	11,076
ビジネスアプリケーション Business Applications	0	223	448	958	1,612	2,986	5,038	5,500	1,841	1,517
ソフトウェアツール Software Tools	2,512	3,077	4,309	3,240	2,462	2,221	2,055	2,000	1,057	1,052
サーバーテクノロジー Server Technology	12,711	21,897	31,458	29,652	34,476	38,505	50,087	47,500	23,442	23,961
合計 Total	17,919	29,999	44,331	46,592	54,844	65,768	87,731	94,300	39,655	43,843