

Annual Review 2017



Business Fields of Trust Tech

当社グループは製造に特化した人材サービス事業を行っております。 各業界のモノづくりに貢献する多くの人材を提供する豊富な実績があります。

Our Group supplies personnel dispatching, subcontracting and outsourcing services specializing in manufacturing. The Group has an extensive track record providing the many human resources that contribute to manufacturing in numerous industries.

- メーカーの一般的な製造工程

Manufacturer's General Manufacturing Process

技術系領域 Engineering field

(株)トラスト・テック Trust Tech Inc.



- ・無期雇用による技術領域における 人材派遣・請負・受託・人材紹介 事業を展開
- Personnel dispatching, subcontracting, outsourcing and personnel placement in engineering fields based on non limited-term employment

(株)フリーダム Freedom Co., Ltd.



- ・自動車向けソフトウェアの開発に 特化した企業グループの持ち株 会社
- Holding company for a group of companies specializing in the development of automotive software

(株)トラスト・アイパワーズ *
Trust iPowers Inc.



TRUST POWERS

- ICT分野における人材派遣、アウトソーシングサービスを展開
- Personnel dispatching and outsourcing for ICT
- * 2018/1/1付けで株式会社フュージョン アイより社名変更を予定しております。 The company name will be changed from FUSIONi Co., Ltd. on January 1, 2018.

製造系領域 Manufacturing field





- 製造分野における業務請負、人材 派遣を展開
- Development subcontracting and personnel dispatching for manufacturing field

(株) イーシーエス ECS K.K.



- ソフトウェア開発
- · Software development

(株)システムOne System One Inc.



- ・制御用ソフトウェア開発
- · Automotive software development

その他 Other

(株)トラスト・テック・ウィズ Trust Tech With Inc.

・障がい者雇用の促進

Promoting employment of people with disabilities





Overseas field

1998ホールディングス 1998 Holdings Limited

[英国] [UK]

- ・製造スタッフ及び技術者の人材派 遣業、人材紹介業等を運営する子 会社の持株会社
- A holding company for a group of companies specializing in dispatching and introducing personnel to manufacturing and engineering companies.

ギャップパーソネル **Gap Personnel Holdings Limited**



[英国] [UK]

- ・イギリス中南部地域に多く拠点を 有し、製造スタッフ及び技術者の 人材派遣、人材紹介事業を展開
- A company with many offices in central and southern UK that dispatches and introduces personnel to manufacturing and engineering companies.

Gap Technical Limited

Kerr Recruitment Limited

Atkinson Page Limited

Gap Group sp. z o.o.

Kickstart2Employment Limited

(持分法適用会社)

エムトレック **MTrec Limited**



[英国] [UK]

- ・製造スタッフ及び技術者の人材派 遣業、人材紹介業
- · UK-based dispatching and introduction of personnel for engineering and manufacturing companies

香港虎斯科技有限公司 **HKTT Limited (HKTT)**



[中国 香港] [Hong Kong, China]

- ・中国における人材紹介を展開
- Located in Hong Kong, develops personnel placement in China

PT.TRUST TECH ENGINEERING **SERVICE INDONESIA**



[インドネシア] [Indonesia]

- インドネシアでの人材紹介を展開
- · Personnel placement in Indonesia

エムトレック ケア **MTrec Care Limited**



- ・介護への派遣事業
- · Dispatching nursing care staff

托斯蒂客(上海) 人才咨詢有限公司 **Trust Tech Human Business** Consulting Shanghai Inc.



[中国 上海][Shanghai, China]

- ・中国における人材紹介を展開
- · Personnel placement in China

山東聯信智達人力資源有限公司 **Shan Dong Trust Bridge Human** Resources Inc.



[中国 山東省] [Shandong, China]

- ・ 人材派遣、請負、人材紹介などを
- · Personnel dispatching, subcontracting and personnel placement, etc.

(持分法適用会社) (Equity method company)

事業展開、人材派遣、業務請負・受託のしくみ

Our Business Development and the System of Dispatching, Subcontracting and Outsourcing



Business Development



技術系領域 Engineering field

製造系領域 Manufacturing field

派遣 Dispatch

派遣 Dispatch 当社の社員が、顧客企業に常駐する形で業務を行います。プロジェクト内での指揮命令等は顧客企業担当者から出ます。 Our personnel work at the client's site under the supervision and with instructions from the client's management.



請負

Subcontracting

請負 Subcontracting 仕事の完成を約束する請負事業では、顧客企業と当社社員との間に指揮命令関係が生じません。チームでプロジェクトを完了させるには、技術・品質・納期などのマネジメント能力も必要になります。

Subcontracting business that promises the completion of the task; there is no instructive relationship between the client and our personnel. To complete the project as a team, management expertise is necessary on technology, quality and delivery schedule, among other items.



受託 Outsourcing 受託は、顧客企業より製品または製造工程の一部分の開発業務を開発センターで受託します。請負よりさらに高い開発能力が求められます。 Subcontracts for development work related to a portion of a product or manufacturing process for a client. The work is done at development center. More in-depth development capabilities than subcontracting are required.



日本人材派遣市場の動向

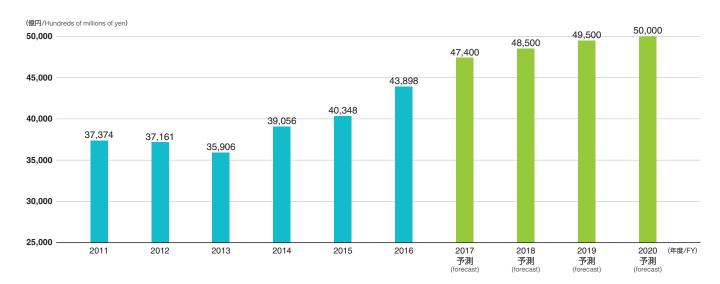
Staffing Industry: Trends in Japan

日本の人材派遣市場規模

Market Size of Japan's Personnel Dispatch Market

派遣市場は、2012年の派遣法改正後も減少したものの、2013年に底を打ち、2014年以降は増加傾向。

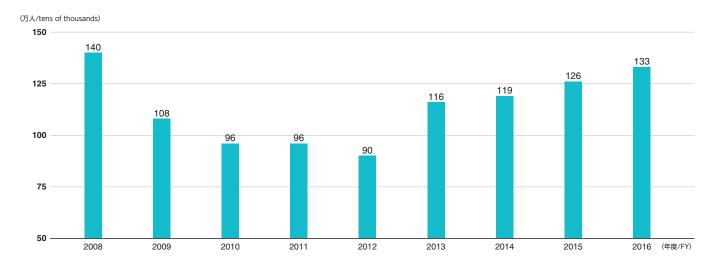
This market declined after the Worker Dispatching Act was amended in 2012, bottoming out in 2013, but it has been growing since 2014.



出所:厚生労働省統計及び矢野経済研究所調査による推定を基に当社作成

Source: Prepared by Trust Tech based on Ministry of Health, Labour and Welfare statistics and estimates from research by Yano Research Institute Ltd.

日本における派遣労働者数 Number of Dispatched Employees in Japan



出所:総務省「労働力調査」を基に当社作成

Source: Prepared by Trust Tech based on the Labor Force Survey from the Ministry of Internal Affairs and Communications

日本における人材サービスの市場調査

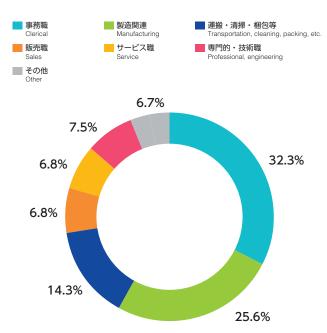
Market Research: Human Resources Business in Japan

職種別 派遣社員構成比

Percentage of Dispatched Employees by Occupation

日本における人材派遣社員数は約129万人、雇用者全体に 占める派遣社員の割合は2.4%

About 1.29 million employees in Japan are currently dispatched, or 2.4% of total employment.



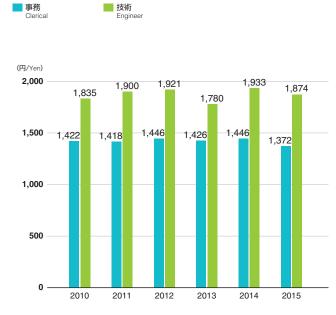
出所:総務省労働力調査(2016年) Source: *Labour Force Survey* (2016), Ministry of Internal Affairs and Communications

職種別 派遣労働者の平均賃金(時給)

Average Hourly Wages of Dispatched Employees by Occupation

専門的なスキルを必要とする技術派遣の時給は、他職種と 比べて高い傾向があります。

Dispatched engineers, who need specialized skills, tend to cost more than other workers in other occupations.



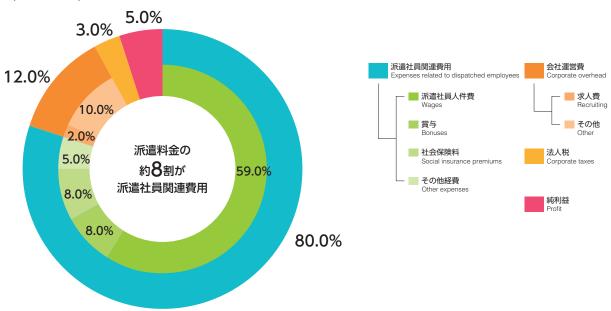
出所:矢野経済研究所「人材ビジネスの現状と展望2017版」を基に当社作成 Source: Prepared by Trust Tech based on *Human Resources Business 2017* by Yano Research Institute Ltd.

派遣料金の内訳*

Cost Breakdown for Dispatching *一般的な派遣会社の概算値 Rough estimate for general staffing at companies

派遣社員の賃金や社会保険料などが派遣料金の大半を占める。そのほか、会社運営費を差し引いた残りが利益。

Expenses, such as wages and social insurance premiums, account for the majority of dispatching fees. Net income is what remains after subtracting other expenses and corporate overhead.



Approx. 80% of dispatching fees are expenses related to dispatched employees.

技術系領域市場調査

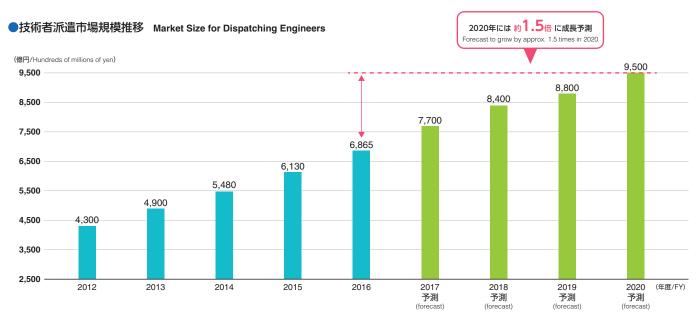
Market Research: Engineering Field

技術派遣市場規模

Market Size: Dispatching Engineers

人材不足を背景として、IT領域を中心に技術派遣市場は拡大傾向

Given the shortage of human resources, the engineer dispatch market is expanding, especially in the IT area.



出所:矢野経済研究所「人材ビジネスの現状と展望2017版」を基に当社作成

Source: Prepared by Trust Tech based on *Human Resources Business 2017* by Yano Research Institute Ltd.

先端IT人材の不足数推計

Estimated Shortage of Advanced IT Human Resources

ビッグデータ、IoT、人工知能を担う人材

Human resources responsible for big data, IoT and Al

2020年には 約4.8万人 が不足 WEB企業 企業 endor We Shortage of approx. 48,000 people in 2020 不足数 Personnel shortages ■ ユーザー企業 Client companies 47,810 不足数 IT企業 Future number of personnel shortage IT companies 31.500 15,190 現時点での 不足数 Current number of personnel shortage 80,880 将来の 70.790 人材数 Future number of personnel 61.960 人材数 Current number of personnel 48,510 41.160 34,940 2020 2016 2018 (現在) (将来1) (将来2) (current) (future 1) (future 2)

情報セキュリティ人材の不足数推計 Estimated Shortage of Information Security Human Resources



出所:IT人材の最新動向と将来推計に関する調査結果(経済産業省)

Source: Investigation into Emerging Trends and Future Estimates for IT Personnel (Ministry of Economy, Trade and Industry)

技術系領域セグメント概要

Overview of the Engineering Field

技術系 領域 Engineering field

売上高Net sales

26,717
百万円
¥26,717 mil.

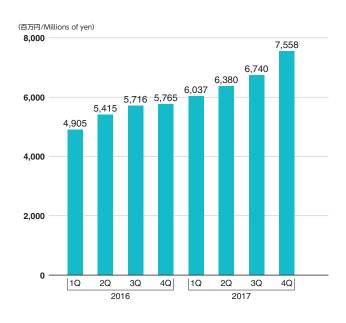
前期比
Yoy
+ 22.5%

2017年6月期 Fiscal year ended June 30, 2017

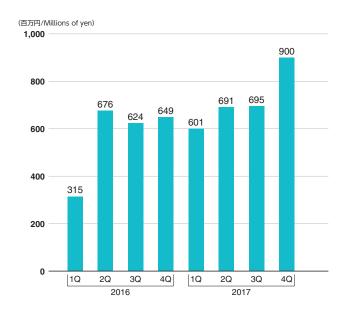
セグメント利益 Segment profit 2,887 百万円 ¥2,887 mil. サ27.5%



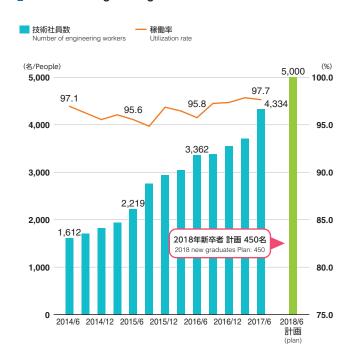
技術系領域売上高推移 Net Sales: Engineering Field



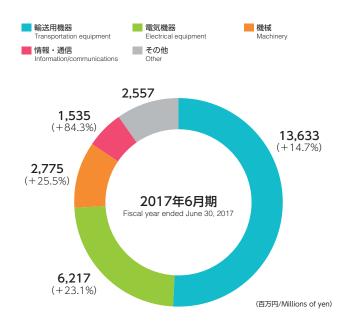
技術系領域セグメント利益 Segment Profit: Engineering Field



技術社員数推移 Number of Engineering Workers



技術系領域における業種別売上 Sales by Industry: Engineering Field



製造系領域市場調査及びセグメント概要

Overview of the Manufacturing Field and Market Research

製造系 領域 Manufacturing field

売上高 Net sales 8,957 百万円 ^{前期比} Yoy +9%

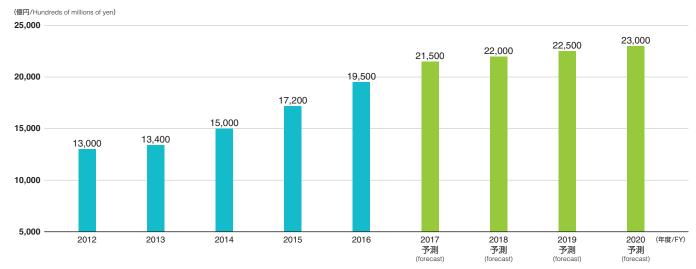
セグメント利益
Segment profit
423
百万円
¥423 mil.

前期比
YoY
+48.8%



製造派遣・請負市場規模

Market Size: Manufacturer Worker Dispatch / Subcontracting

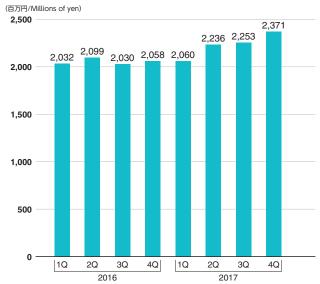


2017年6月期 Fiscal year ended June 30, 2017

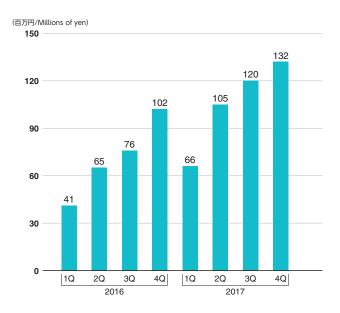
出所:矢野経済研究所[人材ビジネスの現状と展望2017版]を基に当社作成 Source: Prepared by Trust Tech based on *Human Resources Business 2017* by Yano Research Institute Ltd.

製造系領域売上高推移

Net Sales: Manufacturing Field



製造系領域セグメント利益 Segment Profit: Manufacturing Field



海外領域市場調査及びセグメント概要

Overview of the Overseas Field and Market Research

2017年6月期 Fiscal year ended June 30, 2017

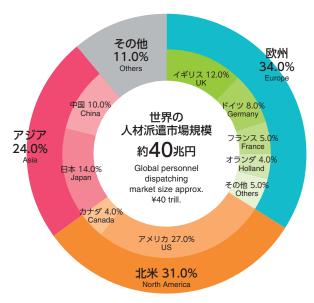
Overseas field







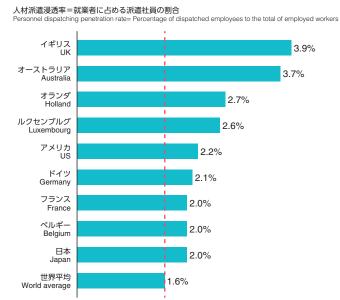
人材派遣事業のマーケットサイズ Market Size: Personnel Dispatching



出所: Ciett Economic Report 2016 Source: Ciett* – Economic Report 2016 Edition (*International Confederation of Private Employment Services)

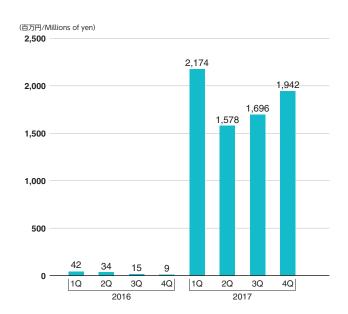
世界の人材派遣浸透率

Global Penetration Rate: Personnel Dispatching

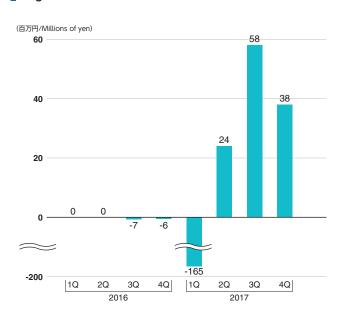


出所: Ciett Economic Report 2016 *中国は統計データが存在しないためデータは含まず Source: Ciett – *Economic Report 2016 Edition* China's statistical data was unavailable

海外領域売上高推移 **Net Sales: Overseas Field**



海外領域セグメント利益 **Segment Profit: Overseas Field**



Medium-Term Management Plan

中期成長戦略 Medium-term growth strategy

1 成長戦略の具体化

Giving concrete form to the growth strategy

「当社独自のポジション」を確立し、競争力の拡充を目指す

Aiming to establish a unique position that further increases competitiveness

中期経営戦略

Medium-term growth strategy

自立成長とM&Aを両輪とし、 地域軸と領域軸で拡大・成長を目指す

Aiming for expansion and growth by region and business segment through two strategies: organic growth and M&As.

方針とする経営指標

Management indicators used for policy decisions

売上高 年率20%以上の成長スピード維持

Net sales: Sustain an annual growth rate of at least 20%

連結営業利益 年率20%以上の増加

Consolidated operating income: Increase by at least 20% per year

中期成長戦略 Medium-term growth strategy

当社が目指す独自のポジション

The unique position that Trust Tech is pursuing

『グローバル市場への進出』と『最先端テクノロジー領域への拡張』

Advancing into the global market and expanding into cutting-edge technology markets

地域 Regions

「技術・製造派遣において世界複数国に事業基盤」を持つ

Establishing business platforms in several countries worldwide for dispatching engineers and manufacturing workers

- 現在展開している市場(国内・技術製造系)では成長スピードの維持が困難
 It is becoming difficult for us to maintain the speed of expansion in the domestic markets for engineering and manufacturing
- 国内市場において、今後大手プレーヤーとの競合激化のリスクが高まりつつある
 Going forward, there is a growing risk that competition with the major players in the domestic market will intensify
- グローバル顧客のニーズに、世界複数国での対応が可能に Improving the response to global customer needs in other countries around the globe
- 事業・経営ノウハウ活用の可能性 The potential to leverage our business and management know-how

領域 Market Segments

従来の機械・電気系領域からIT・ソフト領域の拡張、 成長著しい「IoT」や「AI」の領域へも拡大を図る

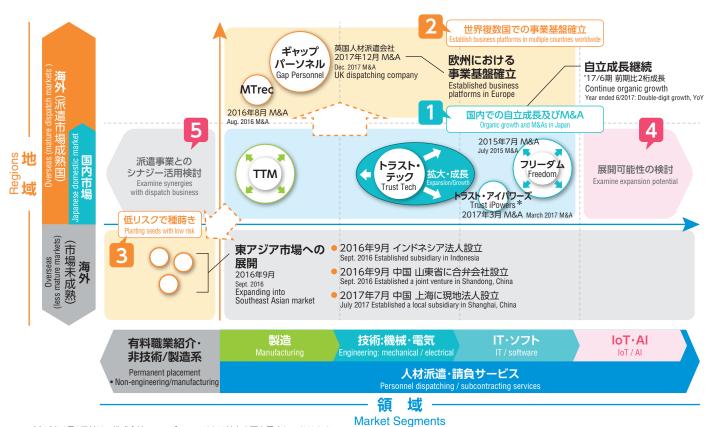
Preparing to expand from the current industries — mechanical and electrical — into IT and software, as well as the booming areas of IoT and AI

- 重要性を増す「IoT」「AI」領域での人材サービス余地が大きい
 Significant scope to expand services into the increasingly important areas of IoT and AI
- 当社は必要な人材を供給出来得るポジションにある The Company is in a position to provide the necessary personnel

Medium-Term Plan (As of Dec. 2017)

掲げた中期成長戦略に沿った順調な成長を実現

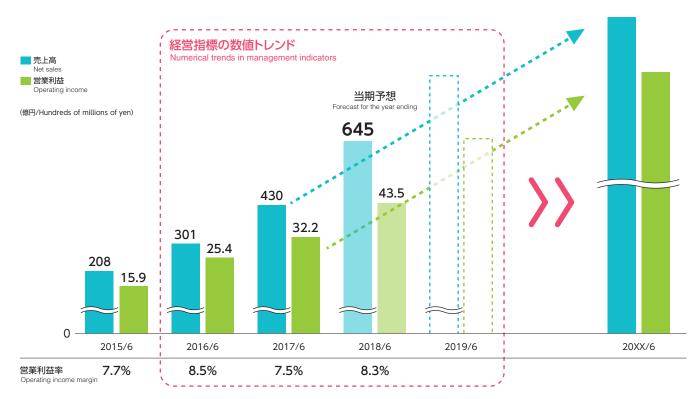
Achieve strong growth in line with our medium-term growth strategy



* 2018年1月1日付けで株式会社フュージョンアイより社名変更を予定しております。 Effective January 1, 2018, the company name will be changed to FUSIONi Co., Ltd.

従来の中期経営計画(2015年8月発表)を堅持し、競争力を伴った成長を推進

Drive growth through competiveness by following the medium-term management plan (announced in August 2015)



^{* 2018}年6月期の業績予想は、2017年11月15日に公表した業績上方修正に伴う更新を行いました。 The earnings forecast for the year ending June 30, 2018 was updated based on the upward revision released on November 15, 2017.

経営指標と財務指標

Management and Financial Indicators

■主要経営指標 Key Management Indicators

(百万円/Millions of yen)

| 経営指標 | Key indicators | 2012/6 | 前期比 YoY | 2013/6 | 前期比 YoY | 2014/6 | 前期比 YoY | 2015/6 | 前期比 YoY | 2016/6 | 前期比 YoY | 2017/6 | 前期比 YoY |
|-----------------------|---|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|
| 売上高 | Net sales | 15,459 | +13.8% | 14,915 | -3.5% | 17,645 | +18.3% | 20,819 | +18.0% | 30,143 | +44.8% | 43,035 | +42.8% |
| 販売費及び一般管理費 | SG&A expenses | 2,567 | +15.7% | 2,602 | +1.3% | 2,996 | +15.2% | 3,271 | +9.2% | 4,643 | +41.9% | 6,124 | +31.9% |
| 営業利益 | Operating income | 629 | +42.0% | 718 | +14.0% | 1,291 | +79.9% | 1,597 | +23.7% | 2,549 | +59.6% | 3,220 | +26.3% |
| 経常利益 | Ordinary income | 667 | +37.1% | 804 | +20.6% | 1,319 | +63.9% | 1,623 | +23.0% | 2,528 | +55.8% | 3,185 | +26.0% |
| 親会社株主に帰属する当期純利益 | Profit attributable to owners of parent | 354 | -17.2% | 460 | +29.9% | 797 | +73.2% | 1,024 | +28.5% | 1,523 | +48.7% | 1,923 | +26.3% |
| 総資産 | Total assets | 5,209 | +2.6% | 5,544 | +6.4% | 6,455 | +16.4% | 7,725 | +19.7% | 11,914 | +54.2% | 16,805 | +41.1% |
| 純資産 | Net assets | 3,289 | +2.8% | 3,479 | +5.8% | 3,832 | +10.1% | 4,406 | +15.0% | 5,322 | +20.8% | 6,697 | +25.8% |
| 自己資本比率(%)*1 | Shareholders' equity ratio (%)*1 | 63.1 | +0.1pt | 62.8 | -0.4pt | 59.4 | -3.4pt | 57.0 | -2.3pt | 44.6 | -12.4pt | 39.2 | -5.4pt |
| 流動比率(%)*2 | Current ratio (%)*2 | 220.3 | +2.6pt | 222.2 | +1.9pt | 204.4 | -17.8pt | 199.3 | -5.1pt | 137.6 | -61.7pt | 157.0 | +19.4pt |
| 従業員数(名)* ³ | Number of employees*3 | 3,495 | -4.5% | 3,594 | +2.8% | 4,170 | +16.0% | 4,683 | +12.3% | 5,861 | +25.2% | 10,041 | +71.3% |

- *1 普通株式に係る自己資本/総資産×100 Shareholders equity applicable to common stock / total assets x 100
- 流動資産/流動負債×100 Current assets / current liabilities x 100
- *3 契約社員含む Includes contract workers

■主要財務指標 Key Financial Indicators

収益性 Profitability

(%)

| 売上高総利益率 | Gross profit margin | 20.7 | +1.1pt | 22.3 | +1.6pt | 24.3 | +2.0pt | 23.4 | -0.9pt | 23.9 | +0.5pt | 21.7 | -2.2pt |
|----------------------|------------------------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|
| 売上高販売管理費率 | SG&A expenses ratio | 16.6 | +0.3pt | 17.4 | +0.8pt | 17.0 | -0.4pt | 15.7 | -1.3pt | 15.4 | -0.3pt | 14.2 | -1.2pt |
| 売上高営業利益率 | Operating income ratio | 4.1 | +0.8pt | 4.8 | +0.7pt | 7.3 | +2.5pt | 7.7 | +0.4pt | 8.5 | +0.8pt | 7.5 | -1.0pt |
| 自己資本当期純利益率 (ROE) * 1 | Return on equity*1 | 10.9 | -3.0pt | 13.6 | +2.7pt | 21.8 | +8.2pt | 24.9 | +3.1pt | 31.3 | +6.4pt | 32.3 | +1.0pt |
| 総資産経常利益率 (ROA) *2 | Return on asset * 2 | 13.0 | +2.8pt | 15.0 | +2.0pt | 22.0 | +7.0pt | 22.9 | +0.9pt | 25.7 | +2.8pt | 22.2 | -3.5pt |

- 普通株式に関わる親会社株主に帰属する当期純利益/前・当期末自己資本×100 Profit attributable to owners of the parent available to common stock / Average shareholders' equity X 100
- *2 経常利益/前·当期末総資産平均×100 Ordinary income / Average total assets x 100

その他指標 Other indicators

| 財務指標 | Financial indicators | 2012/6 | 前期比 YoY | 2013/6 | 前期比 YoY | 2014/6 | 前期比 YoY | 2015/6 | 前期比 YoY | 2016/6 | 前期比 YoY | 2017/6 | 前期比 YoY |
|--------------------|-----------------------------------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|
| 1株当たり純資産(BPS)*1 | Net assets per share (yen)*1 | 345.80 | -99.0% | 365.68 | +5.7% | 400.94 | +9.6% | 456.44 | +13.8% | 274.80 | - | 339.37 | +23.5% |
| 1株当たり当期純利益(EPS) | Profit per share (yen) | 37.26 | -99.2% | 48.39 | _ | 83.75 | +73.1% | 106.78 | +27.5% | 78.91 | _ | 99.17 | +25.6% |
| 1株当たり配当金(円) | Cash dividends per share (yen) | 14.0 | 0.0% | 15.0 | _ | 25.0 | _ | 30.0 | _ | 40.0 | _ | 45.0 | _ |
| 配当性向(%)*2 | Payout ratio (%)*2 | 75.1% | +12.9pt | 62.0% | -13.2pt | 59.7% | -2.3pt | 56.2% | -3.5pt | 50.7% | -5.5pt | 45.4% | -5.3% |
| 株価収益率(倍)*3 | Price/earnings ratio (times)*3 | 12.4 | +2.5pt | 12.5 | +0.1pt | 20.2 | +7.7pt | 21.8 | +1.6pt | 17.1 | _ | 22.0 | +4.9pt |
| 株価純資産倍率(倍)*4 | Price book value ratio (times)*4 | 135.6 | _ | 1.8 | _ | 4.2 | +2.4pt | 5.3 | +1.1pt | 4.9 | _ | 6.4 | +1.5pt |
| フリーキャッシュ・フロー (百万円) | Free cash flows (Millions of yen) | 391 | +106.9% | 702 | +79.2% | 706 | +0.6% | 1,061 | +50.3% | -388 | _ | 121 | _ |

- (純資産-非支配株主持分-新株予約権)/期末発行済株式数-期末自己株式数 (Net assets non-controlling interests subscription rights to shares) / number of shares
- outstanding treasury stock at the end of the period

 *2 1株当たりの配当額/1株当たりの親会社株主に帰属する当期純利益×100 Cash dividends per share / profit attributable to owners of the parent per share X 100

 *3 年度末株価/1株当たり当期純利益 Share price (year-end) / EPS

 *4 年度末株価/1株当たり純資産 Share price (year-end) / BPS

 *2013年7月1日付で普通株式1株につき100株、2016年4月1日付で1株につき2株の株式分割を実施しており、1株当たり配当金は遡及値としております。

The Company conducted a hundred-for-one stock split on July 1, 2013 and a two-for-one stock split on April 1, 2016. Figures have been adjusted retroactively to match the split

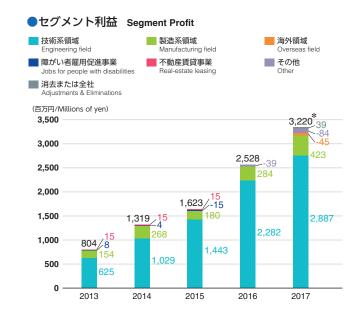


セグメント別業績推移及び四半期業績

Results by Segment and Quarterly Results

■財務ハイライト Financial Highlights





■事業セグメント別業績推移 **Results by Market Segment**

(百万円/Millions of yen)

| | 201 | 3/6 | | 2014/6 | | | 2015/6 | | | 2016/6 | | | 2017/6 | |
|---|--------------|--------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|
| 売上高 Net sales | 金額 Amount | 構成比 Share | 金額 Amount | 構成比 Share | 前期比 YoY |
| 技術系領域 Engineering field | 7,842 | 52.6% | 9,590 | 54.3% | +22.3% | 12,716 | 61.1% | +32.6% | 21,903 | 72.7% | +72.3% | 26,717 | 62.1% | _ |
| 製造系領域 Manufacturing field | 7,010 | 47.0% | 7,993 | 45.3% | +14.0% | 8,040 | 38.6% | +0.6% | 8,219 | 27.3% | +2.2% | 8,957 | 20.7% | _ |
| 海外領域 Overseas field | _ | _ | _ | _ | _ | _ | _ | - | _ | _ | _ | 7,399 | 17.2% | _ |
| 障がい者雇用促進事業 Jobs for people with disabilities | 30 | 0.2% | 30 | 0.2% | -0.4% | 30 | 0.1% | +1.0% | _ | - | - | - | - | - |
| 不動産賃貸事業 Real-estate leasing | 55 | 0.4% | 54 | 0.3% | -0.4% | 54 | 0.3% | 0.0% | _ | _ | _ | _ | _ | _ |
| その他 Other | _ | - | _ | _ | _ | _ | _ | - | 37 | 0.1% | _ | 57 | 0.0% | _ |
| 消去または全社 Adjustments & Eliminations | -23 | -0.2% | -23 | -0.1% | _ | -23 | -0.1% | - | -18 | -0.1% | - | -95 | -0.0% | _ |
| 合計 Total | 14,915 | 100.0% | 17,645 | 100.0% | +18.3% | 20,819 | 100.0% | +18.0% | 30,143 | 100.0% | +44.8% | 43,035 | 100.0% | +42.8% |

2016年6月期より報告セグメントの区分を統合・名称変更しております。「その他」の区分は報告セグメントに含まれない事業セグメントであり、障がい者雇用促進事業及び不動産賃 貸事業を含んでおります。

Reporting segments have been integrated and their names changed as of the fiscal term ended June 2016. The category of "Other" refers to business segments not included in the reporting segments. It includes the business of promoting employment for people with disabilities and real estate leasing. 2017年6月期海外領域を追加に伴い、従来技術領域に含めておりました香港虎斯科技有限公司を海外領域に変更しております。

With the addition of the Overseas field in June 2017, HKTT Ltd., which used to be included in the Engineering field, is now in the Overseas field.

(百万円/Millions of yen)

| 201 | 3/6 | | 2014/6 | | | 2015/6 | | | 2016/6 | | | 2017/6 | |
|--------------|---|---|---|---|--|--|---|--|---|--|--|--|---|
| 金額 Amount | 構成比 Share | 金額 Amount | 構成比 Share | 前期比 YoY | 金額 Amount | 構成比 Share | 前期比 YoY | 金額 Amount | 構成比 Share | 前期比 YoY | 金額 Amount | 構成比 Share | 前期比 YoY |
| 625 | 77.7% | 1,029 | 78.1% | +64.6% | 1,443 | 88.9% | +40.1% | 2,282 | 90.3% | +58.2% | 2,887 | 89.7% | _ |
| 154 | 19.2% | 268 | 20.4% | +73.7% | 180 | 11.1% | -33.0% | 284 | 11.2% | +58.1% | 423 | 13.1% | - |
| _ | _ | _ | - | _ | - | _ | _ | _ | _ | _ | -45 | -1.4% | _ |
| 8 | 1.1% | 4 | 0.3% | -47.9% | -15 | -1.0% | - | _ | _ | - | - | _ | - |
| 15 | 2.0% | 15 | 1.2% | +0.4% | 15 | 1.0% | -1.3% | _ | _ | - | _ | _ | _ |
| _ | - | _ | _ | _ | _ | _ | - | -39 | -1.5% | _ | -84 | -2.6% | - |
| _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | 39 | 1.2% | _ |
| 804 | 100.0% | 1,319 | 100.0% | +63.9% | 1,623 | 100.0% | +23.0% | 2,528 | 100.0% | +55.8% | 3,220* | 100.0% | - |
| | 金額 Amount 625 154 — 8 15 — | Amount Share 625 77.7% 154 19.2% — — 8 1.1% 15 2.0% — — — — | 金額 Amount 構成比 Share Share 金額 Amount 625 77.7% 1,029 154 19.2% 268 — — — 8 1.1% 4 15 2.0% 15 — — — — — — | 金額 Amount Amount Share 構成比 Share Amount Share 625 77.7% 1,029 78.1% 154 19.2% 268 20.4% — — — — 8 1.1% 4 0.3% 15 2.0% 15 1.2% — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount Share 構成比 Share 前期比 YoY 625 77.7% 1,029 78.1% +64.6% 154 19.2% 268 20.4% +73.7% — — — — 8 1.1% 4 0.3% -47.9% 15 2.0% 15 1.2% +0.4% — — — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 並納 中64.6% 1,443 154 19.2% 268 20.4% +73.7% 180 — — — — — — 8 1.1% 4 0.3% -47.9% -15 15 2.0% 15 1.2% +0.4% 15 — — — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 並被 Share 前期比 YoY 金額 Amount 構成比 Share 625 77.7% 1,029 78.1% +64.6% 1,443 88.9% 154 19.2% 268 20.4% +73.7% 180 11.1% — — — — — — — 8 1.1% 4 0.3% -47.9% -15 -1.0% 15 2.0% 15 1.2% +0.4% 15 1.0% — — — — — — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 前期比 YoY 金額 Amount Share 構成比 Share 前期比 YoY 625 77.7% 1,029 78.1% +64.6% 1,443 88.9% +40.1% 154 19.2% 268 20.4% +73.7% 180 11.1% -33.0% — — — — — — — 8 1.1% 4 0.3% -47.9% -15 -1.0% — 15 2.0% 15 1.2% +0.4% 15 1.0% -1.3% — — — — — — — — — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount 財別比 Share 金額 Amount Voy 構成比 Share 前期比 Share 金額 Amount Pvoy 無額 Amount Share 構成比 Share 前期比 Voy 金額 Amount Share 表額 Amount Pvoy 金額 Amount Share 表額 Amount Pvoy 金額 Amount Share 表額 Amount Pvoy 全額 Amount Share 表面 Share 前期比 Voy 全額 Amount Share 表面 Share 第2 Amount Pvoy 2,282 154 19.2% 268 20.4% +73.7% 180 11.1% -33.0% 284 — — — — — — — — 8 1.1% 4 0.3% -47.9% -15 -1.0% — — 15 2.0% 15 1.2% +0.4% 15 1.0% -1.3% — — — — — — — — — -39 — — — — — — — — — | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 立額 Amount 構成比 Share 計算比 YoY Amount Share 構成比 Share 計算比 YoY 金額 Amount Share 構成比 Share 1,029 78.1% +64.6% 1,443 88.9% +40.1% 2,282 90.3% 154 19.2% 268 20.4% +73.7% 180 11.1% -33.0% 284 11.2% — — — — — — — — — 8 1.1% 4 0.3% -47.9% — — — — — — 15 2.0% 15 1.2% +0.4% 15 1.0% — — — — — — — — — — — — - — — — — — — — — — - — — — — — — — — — —< | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 可期比 Share 基額 Amount 構成比 Share 前期比 YoY 金額 Amount 構成比 Share 前期比 YoY 金額 Amount 構成比 Share 前期比 YoY 金額 Amount 構成比 Share 前期比 YoY 全額 Amount 構成比 Share 前期比 YoY 全額 Amount 情况比 Share 前期比 YoY 全額 Amount 情况比 Share 前期比 YoY 全額 Amount 情况比 Share 前期比 Amount 表記 154 19.2% 268 20.4% +73.7% 180 11.1% -33.0% 284 11.2% +58.1% — | 金額 Amount Amount Share 構成比 Share Amount Share 前期比 YoY 金額 Amount Share 構成比 YoY 面期比 YoY 金額 Amount Share 構成比 YoY 面期比 YoY 金額 Amount Share 構成比 YoY 面期比 YoY 金額 Amount Share 構成比 Share 前期比 YoY 金額 Amount Share 有效 YoY Amount Share 有效 YoY 全額 Amount Share 有效 YoY 全額 Amount Share 有效 YoY Amount Share 可以 YoY Amount Share 有效 YoY 2,887 2,887 2,887 2,887 2,887 423 423 | 金額 Amount 構成比 Share 金額 Amount 構成比 Share 前期比 YoY 金額 Amount Share 構成比 Share 一位 公司 一个 一个 |

^{*2017}年6月期より、セグメント利益を従来の経常利益ベースから営業利益ベースに変更しております。

Segment profit was calculated on an ordinary income basis. Since the term ended June 2017 it is now being calculated an operating income basis.

■四半期業績推移 Quarterly Results

(百万円/Millions of ven)

| | | - | | | | | | | | | | | | | | | () | וו או יר ור. | 1110115 | 31 9 (11) |
|---|--------|-------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-------|-------|--------|-------|-------|--------|--------------|---------|-----------|
| 連結業績推移(四半期) | 2013/6 | | | 2014/6 | | | 2015/6 | | | 2016/6 | | | | 2017/6 | | | | | | |
| Consolidated results (quarterly) | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| 売上高 Net sales | 3,715 | 3,757 | 3,564 | 3,879 | 4,009 | 4,410 | 4,489 | 4,736 | 4,810 | 5,108 | 5,226 | 5,674 | 6,995 | 7,550 | 7,763 | 7,835 | 10,274 | 10,197 | 10,697 | 11,872 |
| 売上総利益 Gross profit | 775 | 865 | 753 | 925 | 953 | 1,110 | 1,086 | 1,137 | 1,078 | 1,243 | 1,208 | 1,338 | 1,563 | 1,900 | 1,872 | 1,856 | 2,109 | 2,248 | 2,396 | 2,590 |
| 営業利益 Operating income | 121 | 191 | 107 | 297 | 256 | 367 | 349 | 317 | 232 | 422 | 402 | 540 | 365 | 741 | 695 | 746 | 498 | 808 | 860 | 1,053 |
| 経常利益 Ordinary income | 133 | 223 | 136 | 311 | 266 | 376 | 355 | 320 | 239 | 431 | 408 | 544 | 362 | 741 | 691 | 733 | 474 | 808 | 854 | 1,047 |
| 親会社株主に帰属する四半期純利益 Profit attributable to owners of parent | 76 | 132 | 80 | 170 | 160 | 226 | 205 | 204 | 142 | 280 | 255 | 345 | 179 | 463 | 439 | 441 | 212 | 513 | 551 | 645 |

連結貸借対照表 (2017年6月30日現在)

Consolidated Balance Sheet (As of June 30, 2017)

Trust Tech Inc. and Consolidated Subsidiaries

(百万円/Millions of yen)

| | | | | | | (百万円/Milli | ons of yen) |
|------------------------|---|--------------|--------------|--------------|-------|--------------|-------------|
| 決算期 | Fiscal term | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
| (資産の部) | Assets | | | | | | |
| 流動資産 | Current assets | | 0.4== | 0.400 | | | |
| 現金及び預金 | Cash and deposits | 1,747 | 2,175 | 2,429 | 3,038 | 3,930 | 4,581 |
| 受取手形及び売掛金 | Notes and accounts receivable - trade | 2,122 | 1,931 | 2,388 | 2,954 | 4,060 | 6,245 |
| 繰延税金資産 | Deferred tax assets | 75 | 175 | 238 | 265 | 400 | 529 |
| 未収還付法人税等 | Income taxes receivable | 100 | 204 | 226 | 202 | | - 642 |
| その他 | Other Total current assets | 190 4,136 | 204 4,487 | 226 5,283 | 293 | 593 8,984 | 642 |
| 流動資産合計 固定資産 | Non-current assets | 4,136 | 4,487 | 5,283 | 6,551 | 8,984 | 11,999 |
| 有形固定資産 | Property, plant and equipment | | | | | | |
| | Buildings and structures | 112 | 115 | 117 | 139 | 189 | 319 |
| 減価償却累計額 | Accumulated depreciation | (44) | (51) | (61) | (56) | (70) | (81) |
| 建物及び構築物 (純額) | Buildings and structures, net | 68 | 63 | 55 | 83 | 118 | 238 |
| 土地 | Land | 93 | 93 | 93 | 93 | 93 | 107 |
| その他 | Other | 106 | 119 | 156 | 177 | 206 | 286 |
| 減価償却累計額 | Accumulated depreciation | (83) | (84) | (110) | (132) | (161) | (204) |
| その他(純額) | Other, net | 22 | 35 | 45 | 45 | 44 | 82 |
| 有形固定資産合計 | Total property, plant and equipment | 184 | 192 | 193 | 221 | 256 | 427 |
| 無形固定資産 | Intangible assets | | | | | | |
| のれん | Goodwill | 54 | 25 | _ | _ | 2,006 | 3,681 |
| ソフトウェア | Software | 56 | 86 | 127 | 100 | 186 | 163 |
| リース資産 | Leased assets | 29 | 19 | 13 | 8 | 3 | _ |
| その他 | Other | _ | 0 | 4 | 21 | 6 | 0 |
| 無形固定資産合計 | Total intangible assets | 140 | 130 | 145 | 130 | 2,202 | 3,845 |
| 投資その他の資産 | Investments and other assets | | | | | | |
| 投資不動産 | Investments in real estates | 666 | 666 | 666 | 666 | _ | _ |
| 減価償却累計額 | Accumulated depreciation | (68) | (75) | (82) | (88) | _ | _ |
| 投資不動産(純額) | Real estate for investment, net | 598 | 590 | 584 | 577 | _ | _ |
| 繰延税金資産 | Deferred tax assets | 13 | 5 | 2 | _ | 28 | 25 |
| その他 | Other | 137 | 137 | 246 | 243 | 442 | 506 |
| 投資その他の資産合計 | Total investments and other assets | 749 | 733 | 832 | 821 | 471 | 532 |
| 固定資産合計 | Total non-current assets | 1,073 | 1,056 | 1,172 | 1,174 | 2,929 | 4,805 |
| 資産合計 | Total assets | 5,209 | 5,544 | 6,455 | 7,725 | 11,914 | 16,805 |
| (負債の部) | Liabilities | | | | | | |
| 流動負債 | Current liabilities | | | <u> </u> | | 1 000 | |
| 短期借入金 | Short-term loans payable | _ | _ | _ | _ | 1,900 | 1,075 |
| 1年内償還予定の社債 | Current portion of bonds | | _ | | _ | _ | 196 |
| 1年内返済予定の長期借入金 | Current portion of long-term loans payable | | 8 | 7 | | | 300 |
| リース債務 未払費用 | Lease obligations Accrued expenses | 1,371 | 1,327 | 1,447 | 1,754 | 2,394 | 3,031 |
| | Income taxes payable | 89 | 315 | 356 | 388 | 638 | 812 |
| 未払消費税等 | Accrued consumption taxes | 172 | 119 | 356 | 718 | 644 | 742 |
| 賞与引当金 | Provision for bonuses | 104 | 115 | 134 | 188 | 397 | 600 |
| その他 | Other | 129 | 134 | 283 | 229 | 549 | 880 |
| 流動負債合計 | Total current liabilities | 1,877 | 2,019 | 2,584 | 3,287 | 6,531 | 7,641 |
| 固定負債 | Non-current liabilities | 1,077 | 2,013 | 2,501 | 3,207 | 0,551 | 7,011 |
| 社債 | Bonds payable | T -I | | | _ | _ | 1,106 |
| 長期借入金 | Long-term loans payable | _ | _ | _ | _ | _ | 1,200 |
| リース債務 | Lease obligations | 19 | 21 | 14 | 7 | 1 | 0 |
| 退職給付引当金 | Provision for retirement benefits | 5 | 5 | - | _ | _ | _ |
| 退職給付に係る負債 | Net defined benefit liability | _ | _ | 5 | 6 | 35 | 44 |
| 繰延税金負債 | Deferred tax liabilities | | _ | | _ | 20 | 24 |
| その他 | Other | 17 | 17 | 17 | 17 | 2 | 91 |
| 固定負債合計 | Total non-current liabilities | 42 | 44 | 38 | 31 | 60 | 2,466 |
| 負債合計 | Total liabilities | 1,919 | 2,064 | 2,622 | 3,319 | 6,591 | 10,107 |
| (純資産の部) | Net assets | | | | | | |
| 株主資本 | Shareholders' equity | | | | | | |
| 資本金 | Capital stock | 1,476 | 1,476 | 1,492 | 1,529 | 1,538 | 1,562 |
| 資本剰余金 | Capital surplus | 633 | 634 | 650 | 687 | 696 | 720 |
| 利益剰余金 | Retained earnings | 1,179 | 1,373 | 1,694 | 2,193 | 3,089 | 4,238 |
| 自己株式 | Treasury shares | | - | (0) | (0) | (0) | (0) |
| 株主資本合計 | Total shareholders' equity | 3,288 | 3,484 | 3,837 | 4,409 | 5,323 | 6,520 |
| その他の包括利益累計額 | Accumulated other comprehensive income | | | | | (0) | |
| その他有価証券評価差額金 | Valuation difference on available-for-sale securities | | - (4) | 0 (E) | 0 | (0) | 0 |
| 為替換算調整勘定 | Foreign currency translation adjustment | 1 | (4) (4) | (5) (5) | (3) | (5) | 73 74 |
| その他の包括利益累計額合計 新株予約権 | Total accumulated other comprehensive income | 1 | (4) | (5) | (3) | (5) 4 | 4 |
| | Subscription rights to shares | | | _ | _ | 4 | 98 |
| | Non-controlling interests Total net assets | 3,289 | 3,479 | 3,832 | 4,406 | 5,322 | 6,697 |
| | Total liabilities and net assets | 5,209 | 5,544 | 6,455 | 7,725 | 11,914 | 16,805 |
| 只读代兑压口引 | 10tal liabilities altu tiet assets | ا کارک | 7,544 | 0,433 | 7,720 | 11,714 | 10,003 |

連結損益計算書及び連結包括利益計算書 (2016年7月1日~2017年6月30日)

Consolidated Statement of Income and Comprehensive Income (For the Year Ended June 30, 2017)

| | | | | | | | ons of yen) |
|---|--|------------------|----------------------|----------------------|-------------|--------|-------------------------------|
| Fi | scal term | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
| N | et sales | 15,459 | 14,915 | 17,645 | 20,819 | 30,143 | 43,035 |
| <u>T</u> Co | ost of sales | 12,261 | 11,595 | 13,357 | 15,950 | 22,951 | 33,690 |
| J 益 Gi | oss profit | 3,197 | 3,320 | 4,288 | 4,868 | 7,192 | 9,344 |
| とび一般管理費 Se | lling, general and administrative expenses | | | | | | |
| 受 西州 | Directors' compensations | 143 | 149 | 164 | 160 | 227 | 225 |
| ひび手当 | Salaries and allowances | 1,197 | 1,185 | 1,304 | 1,444 | 1,767 | 2,216 |
| 合付費用 | Retirement benefit expenses | 8 | 9 | 9 | 12 | 13 | 16 |
| ŧ | Recruitment cost | 183 | 215 | 337 | 356 | 352 | 448 |
| 〉課 | Taxes and dues | 33 | 33 | 44 | 55 | 66 | 158 |
| <u>E</u> | Other | 1,000 | 1,009 | 1,135 | 1,242 | 2,215 | 3,059 |
| ひび一般管理費合計 To | tal selling, general and administrative expenses | 2,567 | 2,602 | 2,996 | 3,271 | 4,643 | 6,124 |
| 5 O | perating income | 629 | 718 | 1,291 | 1,597 | 2,549 | 3,220 |
| Q益 No | on-operating income | | | | | | |
| 息 | Interest income | 0 | 0 | 0 | 0 | 0 | 0 |
| 党収入 | Subsidy income | 33 | 78 | 25 | 16 | 6 | 23 |
| 益 | Foreign exchange gains | _ | _ | _ | 6 | _ | _ |
| <u></u> | Other | 5 | 9 | 3 | 2 | 4 | 2 |
| | tal non-operating income | 39 | 87 | 28 | 25 | 11 | 25 |
| | on-operating expenses | | | | | | |
| | Interest expenses | 0 | 0 | 0 | 0 | 14 | 27 |
| 50. 約費 | Bond issue cost | _ | _ | _ | _ | _ | 20 |
| iiig iig | Foreign exchange losses | 0 | _ | 0 | _ | 16 | 6 |
| - IR - IR - IR - IR - IR - IR - IR - IR | Share of loss of entities accounted for using equity method | _ | _ | _ | _ | _ | 3 |
| りにのの政党領人 | Other | 0 | 0 | 0 | 0 | 0 | 3 |
| | tal non-operating expenses | 2 | 0 | 1 | 0 | 32 | 60 |
| | dinary income | 667 | 804 | 1,319 | 1,623 | 2,528 | 3,185 |
| | traordinary income | 007 | 004 | 1,319 | 1,023 | 2,520 | 3,103 |
| 『 | Gain on sales of non-current assets | 0 | | | 0 | 22 | 0 |
| | | U | | | U | 22 | 0 |
| られた できょう できょう でんきょう でんきょう こうしゅう でんきょう しゅうしゅう しゅうしゅ しゅうしゅ しゅうしゅ しゅうしゅう しゅう | Gain on reversal of subscription rights to shares | 0 | _ | _ | 0 | 22 | |
| | tal extraordinary income | 0 | | | U | 22 | 0 |
| • | traordinary losses | 150 | | | | | |
| <u> </u> | Settlement package | 150 | _ | | _ | | |
| <u> </u> | Impairment loss | 21 | 0 | | | | |
| 登定売却損 | Loss on sales of non-current assets | 0 | 0 | _ | _ | _ | |
| 資産除却損 | Loss on retirement of non-current assets | 0 | 0 | 2 | 1 | 1 | 34 |
| 多転費用 | Head office transfer cost | _ | _ | 18 | _ | _ | _ |
| 自担金 | Payment burden | | _ | _ | 5 | _ | |
| ·—-· | tal extraordinary losses | 172 | 1 | 20 | 7 | 1 | 34 |
| | ofit before income taxes and minority interests | 494 | 803 | 1,298 | 1,615 | 2,549 | 3,151 |
| | come taxes - current | 83 | 434 | 560 | 616 | 1,174 | 1,286 |
| | come taxes - deferred | 56 | (91) | (58) | (24) | (149) | (93 |
| | tal income taxes | 140 | 343 | 501 | 591 | 1,025 | 1,193 |
| J | ofit | 354 | 460 | 797 | 1,024 | 1,523 | 1,958 |
| k主に帰属する当期純利益 Ne | et income attributable to non-controlling interests | _ | _ | _ | _ | _ | 34 |
| k主に帰属する当期純利益 Pr | ofit attributable to owners of parent | 354 | 460 | 797 | 1,024 | 1,523 | 1,923 |
| 括利益計算書) Ca | onsolidated statement of comprehensive income | | | | | | |
| J <mark>益</mark> Pr | ofit | 354 | 460 | 797 | 1,024 | 1,523 | 1,958 |
|)包括利益 () | her comprehensive income | | | | | | |
| 也有価証券評価差額金 | Valuation difference on available-for-sale securities | | | 0 | 0 | (0) | 0 |
| 算調整勘定 | Foreign currency translation adjustment | 0 | (5) | (0) | 1 | (2) | 68 |
| ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ | Share of other comprehensive income of associates accounted for using equity method | _ | _ | _ | _ | _ | 0 |
| | tal other comprehensive income | 0 | (5) | (0) | 1 | (2) | 69 |
| | omprehensive income | 354 | 454 | 796 | 1,026 | 1,521 | 2,027 |
| | Of which | | | | , | | , |
| | | 354 | 454 | 796 | 1.026 | 1,521 | 2,003 |
| つ包括利益 O 包括利益 O 地有価証券評価差額金 換算調整勘定 地適用会社に対する持分相当額 で包括利益合計 Ta | her comprehensive income Valuation difference on available-for-sale securities Foreign currency translation adjustment Share of other comprehensive income of associates accounted for using equity method tall other comprehensive income omprehensive income | - 0 - 0 | — (5) — (5) | 0 (0) — (0) | 0 1 — | 1,5 | (0) (2) — (2) (2) |

Comprehensive income attributable to non-controlling interests

23

非支配株主に係る包括利益

連結キャッシュ・フロー計算書 (2016年7月1日~2017年6月30日)

Consolidated Statement of Cash Flows (For the Year Ended June 30, 2017)

Trust Tech Inc. and Consolidated Subsidiaries

(百万円/Millions of yen)

| 決算期 | Fiscal term | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------------------|--|-------|--------|--------|-------|----------|---------|
| 営業活動によるキャッシュ・フロー | Cash flows from operating activities | 2012 | 2013 | 2014 | 2013 | 2010 | 2017 |
| 税金等調整前当期純利益 | Profit before income taxes and minority interests | 494 | 803 | 1,298 | 1,615 | 2,549 | 3,151 |
| 減価償却費 | Depreciation | 494 | 59 | 71 | 84 | 105 | 142 |
| 減損損失 | Impairment loss | 21 | 0 | 71 | - 04 | 103 | 142 |
| のれん償却額 | Amortization of goodwill | 37 | 28 | 25 | _ | 236 | 382 |
| 賞与引当金の増減額(()は減少) | Increase (decrease) in provision for bonuses | (29) | 10 | 19 | 54 | 54 | 142 |
| 退職給付引当金の増減額(()は減少) | Increase (decrease) in provision for retirement benefits | (0) | 0 | | J4 | | 142 |
| 退職給付に係る負債の増減額(()は減少) | Increase (decrease) in net defined benefit liability | (0) | | 0 | 0 | (6) | (15) |
| 受取利息及び受取配当金 | Interest and dividend income | (0) | (0) | (0) | (0) | (0) | (0) |
| 支払利息 | Interest expenses | 0 | 0 | 0 | 0 | 14 | 27 |
| | Share of (profit) loss of entities accounted for using equity method | _ | _ | _ | _ | | 3 |
| 社債発行費 | Bond issue cost | | | _ | _ | _ | 20 |
| 和解金 | Settlement package | 150 | _ | _ | _ | _ | |
| 固定資産除却損 | Loss on retirement of non-current assets | 0 | 0 | 2 | 1 | 1 | 34 |
| | Decrease (increase) in notes and accounts receivable - trade | (116) | 192 | (457) | (561) | (631) | (985) |
| 未払費用の増減額(()は減少) | Increase (decrease) in accrued expenses | 132 | (43) | 119 | 306 | 356 | 550 |
| 未払消費税等の増減額(()は減少)*1 | Increase (decrease) in accrued consumption taxes | (134) | (43) | 119 | 300 | 330 | 330 |
| その他 | Other, net | (21) | (65) | 305 | 303 | (172) | 55 |
| 小計 | Subtotal | 577 | 986 | 1,384 | 1,804 | 2,507 | 3,508 |
| 利息及び配当金の受取額 | Interest and dividend income received | 0 | 0 | 0 | 0 | 2,307 | 0 |
| 利息の支払額 | Interest and dividend income received | (0) | (0) | (0) | (0) | (15) | (35) |
| 和解金の支払い額 | Settlement package paid | (150) | (0) | (0) | (0) | (13) | (33) |
| | Income taxes paid | (21) | (209) | (523) | (594) | (1,074) | (1,198) |
| 法人税等の 法人税等の 還付額 | Income taxes paid | 71 | (209) | (525) | (594) | (1,074) | (1,190) |
| 営業活動によるキャッシュ・フロー | Net cash provided by (used in) operating activities | 477 | 777 | 861 | 1,209 | 1,418 | 2,274 |
| 投資活動によるキャッシュ・フロー | Cash flows from investing activities | 4// | /// | 001 | 1,203 | 1,410 | 2,2/4 |
| 有形固定資産の取得による支出 | Purchase of property, plant and equipment | (22) | (25) | (24) | (84) | (61) | (148) |
| 無形固定資産の取得による支出 | Purchase of intangible assets | (53) | (48) | (11) | (64) | (126) | (43) |
| 連結の範囲の変更を伴う子会社株式の取得による支出 | Purchase of shares of subsidiaries resulting in change in scope of consolidation | (55) | (+0) | (11) | (04) | (1,979) | (2,150) |
| 貸付けによる支出 | Payments of loans receivable | _ | (2) | _ | _ | (1,57.5) | (2,130) |
| 貸付金の回収による収入 | Collection of loans receivable | 0 | 0 | 1 | _ | _ | |
| 関係会社株式の取得による支出 | Purchase of shares of subsidiaries and associates | _ | _ | | _ | _ | (15) |
| 事業譲受による支出 | Payments for transter of business | | _ | _ | _ | (108) | (13) |
| 敷金及び保証金の増減額(()は増加) | Net decrease (increase) in lease and guarantee deposits | (11) | (0) | (121) | 1 | (112) | (40) |
| 投資不動産の売却による収入 | Proceeds from sales of investments in real estate for investment | (11) | (0) | (121) | | 598 | (+0) |
| その他 | Other, net | 1 | 0 | (0) | (0) | (17) | 2 |
| 投資活動によるキャッシュ・フロー | Net cash provided by (used in) investing activities | (85) | (75) | (154) | (147) | (1,807) | (2,395) |
| 財務活動によるキャッシュ・フロー | Cash flows from financing activities | (03) | (, 3) | (13 1) | (1177 | (1,007) | (2,555) |
| 短期借入れによる収入 | Increase in short-term loans payable | | | | _ | 2,300 | 3,000 |
| 短期借入金の返済による支出 | Decrease in short-term loans payable | _ | _ | _ | _ | (400) | (4,284) |
| 長期借入れによる収入 | Proceeds from long-term loans payable | _ | _ | _ | _ | — (100) | 1,500 |
| 社債の発行による収入 | Proceeds from issue of bonds | _ | _ | _ | _ | _ | 1,379 |
| 社債の償還による支出 | Redemption of bonds | _ | _ | _ | _ | _ | (98) |
| リース債務の返済による支出 | Repayments of lease obligations | (6) | (11) | (8) | (7) | (7) | (6) |
| 配当金の支払額 | Cash dividends paid | (265) | (265) | (474) | (526) | (627) | (774) |
| その他 | Other, net | 1 | 1 | 31 | 73 | 22 | 47 |
| 財務活動によるキャッシュ・フロー | Net cash provided by (used in) financing activities | (270) | (275) | (451) | (459) | 1,287 | 764 |
| 現金及び現金同等物に係る換算差額 | Effect of exchange rate change on cash and cash equivalents | (0) | 1 | (1) | 6 | (7) | 704 |
| 現金及び現金同等物の増減額(()は減少) | Net increase (decrease) in cash and cash equivalents | 120 | 427 | 254 | 609 | 891 | 651 |
| 現金及び現金同等物の期首残高 | Cash and cash equivalents at beginning of period | 1,626 | 1,747 | 2,175 | 2,429 | 3,038 | 3,930 |
| うらまえているということのできることに | | 1,020 | 1,7 77 | 2,175 | 2,723 | 3,030 | 3,330 |
| 現金及び現金同等物の期末残高 | Cash and cash equivalents at end of period | 1,747 | 2,175 | 2,429 | 3,038 | 3,930 | 4,581 |

^{*1 2016}年6月期は「その他」に含まれております。 Changes in accrued consumption tax (figure in parentheses are a decrease) for the fiscal term ended June 2016 are included in "Other, net." *2 2016年6月期法人税は還付と支払を相殺して表示しております。 Corporate tax for the fiscal term ended June 2016 is shown with returns offsetting payments.

Corporate Data (As of December 1, 2017)

| 社名 | 株式会社トラスト・テック |
|------------------------------------|---|
| Name | Trust Tech Inc. |
| 本社所在地 Head Office | 〒105-0021 東京都港区東新橋2-14-1 NBFコモディオ汐留3F 3F, NBF COMODIO Shiodome, 2-14-1 Higashi-Shinbashi, Minato-ku, Tokyo 105-0021, Japan TEL. +81-(0)3-5777-7727 FAX. +81-(0)3-5777-7728 http://www.trust-tech.jp |
| 代表者 | 代表取締役社長 西田 穣 |
| Representative | Yutaka Nishida, President and Representative Director |
| 設立 | 1997年8月 |
| Established | August 1997 |
| 資本金 | 15億6,270万円(2017年6月30日現在) |
| Capital | 1,562.70 million yen (As of June 30, 2017) |
| 社員数(連結) | 10,041名 (2017年6月30日現在) |
| Number of Employees (Consolidated) | 10,041 (As of June 30, 2017) |
| 業務内容 | 技術者派遣·受託·委託·請負·有料職業紹介事業 |
| Businesses | Engineer dispatch, outsourcing, subcontracting and fee-charging employment placement business |
| 許認可 Approval and License | 労働者派遣事業 派13-306382 Worker Dispatching Undertaking: permission No. / Ha 13-306382 有料職業紹介事業 13-ユ-303674 Fee-Charging Employment Placement Businesses: permission No. / 13-Yu-303674 職業紹介優良事業者 第1402015(01)号 Excellent Placement Business No. 1402015(01) |

it now our subsidiary.

| 取締役及び監査役 Directors and Auditors | |
|--|--------------------|
| 代表取締役社長 | 西田 穣 |
| President and Representative Director | Yutaka Nishida |
| 取締役 副社長 | 日比 龍人 |
| Director, Vice President and Executive Officer | Tatsuhito Hibi |
| 取締役 専務 | 村井 範之 |
| Senior Managing Corporate Executive Officer | Noriyuki Murai |
| 取締役 | 松本 和之 |
| Director | Kazuyuki Matsumoto |
| 取締役 | 中山 晴喜 |
| Director | Haruki Nakayama |
| 取締役 | 宮野 隆 |
| Director (outside) | Takashi Miyano |
| 取締役 | 残間 里江子 |
| Director (outside) | Rieko Zanma |
| 取締役 | 清水 新 |
| Director (outside) | Arata Shimizu |
| 監査役 | 下川 富士雄 |
| Audit & Supervisory Board Member | Fujio Shimogawa |
| 監査役 | 高倉 潔 |
| Audit & Supervisory Board Member | Kiyoshi Takakura |
| 監査役 | 名子 俊男 |
| Audit & Supervisory Board Member | Toshio Nago |

| 沿革 Company History | 1997年 8月 Aug. 1997 | 三栄商事株式会社の「障害者の雇用の促進等に関する法律」に基づく特例子会社として、資本金10百万円にて共生産業株式会社(現当社)を神奈川県相模原市に設立 Kyosei Sangyou Inc. (now Trust Tech) was founded in Sagamihara, Kanagawa Prefecture with 10 million yen in capital as a special-purpose subsidiary of Sanei Shoji Inc. pursuant to the Act on Employment Promotion etc. of Persons with Disabilities. |
|-----------------------|------------------------|---|
| | 2004年 9月 Sept. 2004 | 技術者派遣を主要な事業とする企業として株式会社トラスト・テックを設立 Trust Tech Inc. was founded as a company specializing in engineer staffing services. |
| | 2004年12月 Dec. 2004 | 株式会社トラストワークスサンエーが神奈川県相模原市で製造請負・派遣等の事業を行っていた三栄商事株式会社から同事業を譲受ける Trust Works Sanei Inc. acquired the contract manufacturing and staffing business of Sanei Shoji Inc. |
| | 2006年11月 Nov. 2006 | 株式会社トラストワークスサンエーの商号を株式会社トラストワークスに変更 Trust Works Sanei company name changed to Trust Works Inc. |
| | 2007年 6月 Jun. 2007 | 株式会社トラストワークスがジャスダック証券取引所 (現東京証券取引所JASDAQスタンダード) に上場 Trust Works Inc. listed on the JASDAQ market (currently Tokyo Stock Exchange JASDAQ standard) . |
| | 2008年10月 Oct. 2008 | 株式会社トラスト・テックと株式会社トラストワークスが合併、商号を株式会社トラスト・テックとし、技術系の派遣・請負等を主力事業に展開 Trust Tech and Trust Works merged under the company name Trust Tech Inc. and developed a business focused primarily on engineering staffing and subcontracting. |
| | 2009年 3月 Mar. 2009 | ラディアホールディングス・プレミア株式会社より株式会社PLMを買収。商号を株式会社TTMに変更し、株式会社プレミアラインの製造系業務の一部を譲受けし、製造請負、受託、派遣事業を展開 Trust Tech purchased PLM Inc. from Radia Holdings Premier, Inc., changing the company name to TTM Inc. Trust Tech acquired a portion of the manufacturing operations of Premier Line Inc. and developed subcontracting staffing in the manufacturing market segment. |
| | 2010年 6月 Jun. 2010 | 香港の人材紹介ライセンスをもつ企業を買収、商号を香港虎斯科技有限公司 (香港トラスト・テック) に変更し、当社グループの海外拠点に Our Group expanded overseas by acquiring a company with a recruitment services license in Hong Kong, changing the company name to HKTT Limited. |
| | 2012年 8月 Aug. 2012 | 株式会社TTMと株式会社テクノアシストが合併 (存続会社は株式会社TTM) TTM Inc. and Techno Assist Inc. merged under the company name TTM Inc. (TTM Inc. became the surviving company.) |
| | 2013年 8月 Aug. 2013 | 東京証券取引所JASDAQスタンダードから東京証券取引所市場第二部へ市場変更 The stock listing of Trust Tech was changed from the TSE JASDAQ standard to the Second Section of the Tokyo Stock Exchange (TSE). |
| | 2013年12月 Dec. 2013 | 東京証券取引所市場第一部指定 Trust Tech was listed on the First Section of the TSE. |
| | 2015年 7月 Jul. 2015 | 株式会社テクノパワーよりテクニカルソリューション事業部を譲受 Trust Tech took over Technology Power Corporation's Technical Solutions Division. 株式会社フリーダムの全株式を取得し子会社化 Trust Tech acquired all shares of Freedom Co., Ltd., making the company its subsidiary. |
| | 2015年10月 Oct. 2015 | 株式会社トラィアル (旧社名:カナモトエンジニアリング) の全株式を取得し子会社化 Trust Tech acquired all shares of Trust Ideal Inc. (previously Kanamoto Engineering Co., Ltd.), making the company its subsidiary. |
| | 2016年 4月 Apr. 2016 | 労働者派遣事業の許可番号を取得 Trust Tech acquired the License for General Worker Dispatching Undertakings. |
| | 2016年 8月 Aug. 2016 | MTrec Limited (英国) の株式を取得し子会社化 Trust Tech made MTrec Limited its subsidiary. |
| | 2016年10月 Oct. 2016 | 連結子会社 株式会社トラィアルを吸収合併 Trust Tech merged with its subsidiary, Trust Ideal Inc. |
| | 2017年 3月 Mar. 2017 | 子会社の共生産業株式会社を株式会社トラスト・テック・ウィズに社名変更 Subsidiary Kyousei Sangyou Inc. changed company name to Trust Tech With Inc. 株式会社フュージョンアイを子会社化 |
| | 2017年12月 Dec. 2017 | Acquired all shares of FUSIONi Co., Ltd., making the company its subsidiary. 英国人材派遣会社 Gap Personnel Holdings Limited を傘下に持つ1998 Holdings Limited の株式を取得し子会社化 Acquired shares of 1998 Holdings Limited, which has the UK dispatching company Gap Personnel Holdings Limited under its wing as a subsidiary, making it now our subsidiary. |

株式情報 (2017年6月30日現在)

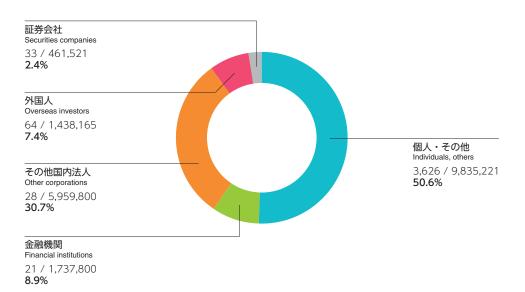
Stock Information (As of June 30, 2017)

| 証券コード Securities Code | 2154 |
|--|---|
| 上場金融商品取引所 Stock Listing | 東京証券取引所市場第一部 Tokyo Stock Exchange, First Section |
| 発行可能株式総数 Authorized Shares | 71,800,000株 (Shares) |
| 発行済株式の総数 Number of Shares Outstanding | 19,433,000株 (Shares) |
| 株式売買の単位 Share Trading Unit | 100株 (Shares) |
| 株主数 Number of Shareholders | 3,773名 (Shareholders) |

| 大株主の状況 Principal Shareholders | 名 称 Name | 所有株式数 (株) Number of shares held (Shares) | 持株比率(%) Shareholding ratio (%) |
|----------------------------------|--|---|-----------------------------------|
| | 株式会社アミューズキャピタル Amuse Capital, Inc. | 5,295,000 | 27.2 |
| | 中山 隼雄 Hayao Nakayama | 4,189,000 | 21.6 |
| | 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) | 722,300 | 3.7 |
| | 株式会社アミューズキャピタルインベストメント Amuse Capital Investment, Inc. | 620,000 | 3.2 |
| | 中山 晴喜 Haruki Nakayama | 570,000 | 2.9 |
| | 有馬 誠 Makoto Arima | 401,400 | 2.1 |
| | 椛田 法義 Noriyoshi Kabata | 360,200 | 1.9 |
| | 日本マスタートラスト信託銀行株式会社 (信託口) The Master Trust Bank of Japan, Ltd. (Trust Account) | 317,200 | 1.6 |
| | 賀来 昌義 Masayoshi Kaku | 310,600 | 1.6 |
| | | 255.200 | 1.3 |

Koichi Yamanaka

所有者別 保有株主数(名)/株式数(株) Breakdown of Shareholders by Type / Number of Shares Held



255,200

1.3

CSR レポート (トラスト・テック・ウィズ)

CSR Report (Trust Tech With Inc.)



当社の特例子会社である株式会社トラスト・テック・ウィズは、社会貢献活動の一環として神奈川県相模原市において、障がい者の雇用を推進しております。同社では、商品梱包やフラワーアレンジメントなどの軽作業を中心とした業務を通じ、障がい者が健常者と共に社会の一員として活躍できる環境を提供しております。

Trust Tech With Inc., a special-purpose subsidiary of Trust Tech, promotes the employment of people with disabilities in Sagamihara, Kanagawa Prefecture as part of our social contribution. Through business centered on light work, such as product packaging and flower arranging, Trust Tech With provides an environment where people with disabilities can play an active role as members of society together with all other employees.









