

アクシスコンサルティング株式会社
Axis Consulting Corporation

2026/6期 1Q ファクトシート ※PL・BSのみ
Fact Sheet First Quarter of Fiscal Year Ended June 30, 2026

免責事項 | Disclaimer

本資料に記載の数値および指標は、当社の経営成績や財政状態に対する適切な理解を促すことを目的として開示しております。なお、これらはすべて監査法人による監査またはレビューの対象となっているわけではない点にご留意ください。

The figures and indicators presented in this document are disclosed for the purpose of facilitating a proper understanding of the Company's business performance and financial position. Please note that not all of these figures and indicators have been subject to audit or review by an independent accounting firm.

| 損益計算書（※）Non-Consolidated P/L | | Fiscal year ended June 30, 2023 (Consolidated P/L) | | | | | Fiscal year ended June 30, 2024 (Consolidated P/L) | | | | | Fiscal year ended June 30, 2025 (Non-Consolidated P/L) | | | | | Fiscal year ended June 30, 2026 (Non-Consolidated P/L) | | | | |
|--------------------------------------|---|---|-------|-------|-------|-------|---|-------|-------|-------|-------|---|-------|-------|-------|-------|---|----|----|----|-------|
| | | 1Q | 2Q | 3Q | 4Q | TOTAL | 1Q | 2Q | 3Q | 4Q | TOTAL | 1Q | 2Q | 3Q | 4Q | TOTAL | 1Q | 2Q | 3Q | 4Q | TOTAL |
| （単位：百万円） | (unit：Millions of yen) | | | | | | | | | | | | | | | | | | | | |
| 売上高 | Net Sales | 997 | 1,094 | 1,144 | 1,105 | 4,342 | 1,036 | 1,083 | 1,146 | 1,398 | 4,665 | 1,222 | 1,206 | 1,353 | 1,488 | 5,271 | 1,456 | | | | |
| 人材紹介 | Recruitment Service | 655 | 730 | 757 | 775 | 2,918 | 706 | 758 | 746 | 949 | 3,161 | 703 | 608 | 689 | 767 | 2,768 | 691 | | | | |
| └事業会社向け | For corporate clients | 73 | 102 | 120 | 136 | 433 | 121 | 153 | 125 | 188 | 588 | 217 | 125 | 153 | 159 | 655 | 194 | | | | |
| └コンサルファーム向け | For consulting firms | 580 | 622 | 645 | 647 | 2,496 | 593 | 622 | 626 | 764 | 2,606 | 485 | 502 | 537 | 600 | 2,126 | 488 | | | | |
| スキルシェア | Skill-sharing Service | 342 | 363 | 387 | 330 | 1,424 | 330 | 322 | 400 | 448 | 1,504 | 519 | 598 | 663 | 721 | 2,502 | 764 | | | | |
| └事業会社向け | For corporate clients | 60 | 54 | 71 | 94 | 280 | 77 | 69 | 100 | 111 | 358 | 138 | 173 | 180 | 227 | 719 | 272 | | | | |
| └コンサルファーム向け | For consulting firms | 281 | 309 | 316 | 235 | 1,143 | 252 | 256 | 299 | 337 | 1,145 | 380 | 424 | 482 | 492 | 1,780 | 494 | | | | |
| 売上原価 | Cost of Sales | 346 | 379 | 392 | 346 | 1,464 | 343 | 342 | 410 | 470 | 1,566 | 501 | 573 | 641 | 697 | 2,414 | 724 | | | | |
| 売上総利益 | Gross Profit | 651 | 714 | 752 | 759 | 2,877 | 693 | 741 | 736 | 927 | 3,098 | 720 | 633 | 711 | 791 | 2,857 | 732 | | | | |
| 人材紹介 | Recruitment Service | 598 | 657 | 690 | 707 | 2,662 | 646 | 696 | 679 | 863 | 2,917 | 645 | 550 | 610 | 678 | 2,484 | 605 | | | | |
| └事業会社向け | For corporate clients | 60 | 85 | 99 | 116 | 361 | 100 | 136 | 108 | 165 | 511 | 195 | 108 | 134 | 138 | 576 | 171 | | | | |
| └コンサルファーム向け | For consulting firms | 537 | 567 | 597 | 598 | 2,301 | 555 | 575 | 574 | 700 | 2,405 | 449 | 460 | 476 | 533 | 1,919 | 424 | | | | |
| スキルシェア | Skill-sharing Service | 53 | 57 | 62 | 51 | 225 | 46 | 44 | 57 | 63 | 212 | 76 | 84 | 101 | 118 | 380 | 126 | | | | |
| └事業会社向け | For corporate clients | 13 | 10 | 14 | 16 | 55 | 13 | 14 | 20 | 23 | 71 | 29 | 36 | 38 | 48 | 154 | 58 | | | | |
| └コンサルファーム向け | For consulting firms | 40 | 46 | 48 | 34 | 170 | 33 | 31 | 38 | 40 | 143 | 46 | 47 | 62 | 69 | 226 | 69 | | | | |
| 販管費 | SG&A Expenses | 430 | 495 | 653 | 625 | 2,204 | 523 | 545 | 575 | 620 | 2,265 | 629 | 627 | 683 | 706 | 2,646 | 987 | | | | |
| └広告宣伝費 | Promotion Costs | 35 | 49 | 97 | 125 | 307 | 51 | 44 | 36 | 59 | 192 | 40 | 57 | 38 | 68 | 204 | 285 | | | | |
| └人件費 | Labor Costs | 289 | 321 | 430 | 351 | 1,393 | 357 | 371 | 385 | 391 | 1,505 | 438 | 395 | 462 | 433 | 1,730 | 496 | | | | |
| └その他 | Others | 106 | 125 | 126 | 149 | 504 | 114 | 129 | 153 | 170 | 567 | 151 | 175 | 183 | 204 | 712 | 206 | | | | |
| 営業利益 | Operating Income | 221 | 219 | 98 | 133 | 673 | 169 | 196 | 160 | 307 | 833 | 91 | 6 | 27 | 85 | 210 | -255 | | | | |
| 経常利益 | Ordinary Income | 221 | 217 | 72 | 132 | 644 | 170 | 195 | 159 | 306 | 831 | 94 | 5 | 27 | 90 | 219 | -257 | | | | |
| 当期純利益 | Profit attributable to owners of parent | 163 | 130 | 48 | 76 | 418 | 103 | 110 | 98 | 190 | 502 | 193 | 4 | 52 | 70 | 321 | -179 | | | | |
| 人材紹介入社決定人数（単位：人/Person） | Number of successful placements | 155 | 173 | 174 | 200 | 702 | 190 | 177 | 171 | 180 | 718 | 159 | 128 | 136 | 157 | 580 | 137 | | | | |
| └事業会社向け | For corporate clients | 26 | 34 | 31 | 38 | 129 | 33 | 43 | 39 | 51 | 166 | 48 | 34 | 38 | 41 | 161 | 45 | | | | |
| └コンサルファーム向け | For consulting firms | 129 | 139 | 143 | 162 | 573 | 157 | 134 | 132 | 129 | 552 | 111 | 94 | 98 | 116 | 419 | 92 | | | | |
| 人材紹介平均売上単価（単位：百万円/Millions of yen） | Average placement fee | 4.22 | 4.22 | 4.35 | 3.87 | 4.15 | 3.71 | 4.28 | 4.36 | 5.27 | 4.40 | 4.42 | 4.75 | 5.06 | 4.88 | 4.77 | 5.04 | | | | |
| └事業会社向け | For corporate clients | 2.80 | 3.00 | 3.87 | 3.57 | 3.35 | 3.66 | 3.55 | 3.20 | 3.68 | 3.54 | 4.52 | 3.67 | 4.02 | 3.87 | 4.07 | 4.31 | | | | |
| └コンサルファーム向け | For consulting firms | 4.50 | 4.48 | 4.51 | 3.99 | 4.35 | 3.77 | 4.64 | 4.74 | 5.92 | 4.72 | 4.36 | 5.34 | 5.48 | 5.17 | 5.07 | 5.30 | | | | |
| スキルシェア稼働人数（単位：人/Person） | Number of assigned personnel | 197 | 209 | 226 | 198 | 830 | 190 | 186 | 234 | 258 | 868 | 331 | 368 | 422 | 447 | 1,568 | 498 | | | | |
| └事業会社向け | For corporate clients | 48 | 42 | 54 | 63 | 207 | 52 | 52 | 76 | 78 | 258 | 124 | 148 | 152 | 162 | 586 | 207 | | | | |
| └コンサルファーム向け | For consulting firms | 149 | 167 | 172 | 135 | 623 | 138 | 134 | 158 | 180 | 610 | 207 | 220 | 270 | 285 | 982 | 291 | | | | |
| スキルシェア平均受注単価（単位：百万円/Millions of yen） | Average billing rate | 1.73 | 1.73 | 1.71 | 1.66 | 1.71 | 1.73 | 1.73 | 1.70 | 1.73 | 1.73 | 1.56 | 1.62 | 1.57 | 1.61 | 1.59 | 1.53 | | | | |
| └事業会社向け | For corporate clients | 1.26 | 1.29 | 1.31 | 1.49 | 1.35 | 1.48 | 1.32 | 1.31 | 1.42 | 1.38 | 1.11 | 1.16 | 1.18 | 1.40 | 1.22 | 1.31 | | | | |
| └コンサルファーム向け | For consulting firms | 1.88 | 1.85 | 1.83 | 1.74 | 1.83 | 1.83 | 1.91 | 1.89 | 1.87 | 1.87 | 1.83 | 1.92 | 1.78 | 1.72 | 1.81 | 1.69 | | | | |

（※）当社は、連結子会社であった株式会社ケンブリッジ・リサーチ研究所を2024年7月1日付で吸収合併したことにより、2025年6月期より非連結決算に移行いたしました。
The Company transitioned to non-consolidated financial reporting for the fiscal year ending June 2025, following the absorption-type merger of its consolidated subsidiary, Cambridge Research Institute, Inc., effective July 1, 2024.

※求職者が求人企業に入社後一定期間内に自己都合により退職した場合、紹介手数料の一部を返金する契約を締結しております。
※各サービス別の数値について、当該返金対象となった場合は各サービス別売上高から控除せず、入社決定人数からも控除しておりません。
※また、人材紹介の一部取引について外部提携がありますが、当該提携先で決定した場合は、各サービス別売上高や入社決定人数に含めておりません。
※以上より、各サービス別の売上高やKPIによる算出数値が会計上の数値と一致しない場合があります。

| 貸借対照表（※） Non-Consolidated Balance Sheet | | Fiscal year ended June 30, 2023 (Consolidated B/S) | | | | Fiscal year ended June 30, 2024 (Consolidated B/S) | | | | Fiscal year ended June 30, 2025 (Non-Consolidated B/S) | | | | Fiscal year ended June 30, 2026 (Non-Consolidated B/S) | | | |
|---|---|---|-------|-------|-------|---|-------|-------|-------|---|-------|-------|-------|---|----|----|----|
| | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| (単位：百万円) (unit：Millions of yen) | | | | | | | | | | | | | | | | | |
| 資産の部 Assets | | | | | | | | | | | | | | | | | |
| 流動資産 Current assets | | | | | | | | | | | | | | | | | |
| 現金及び預金 | Cash and deposits | - | 1,348 | 2,434 | 2,898 | 2,584 | 2,953 | 2,705 | 3,023 | 2,726 | 2,854 | 2,909 | 2,999 | 2,209 | | | |
| 売掛金 | accounts receivable | - | 414 | 421 | 363 | 479 | 391 | 542 | 600 | 604 | 551 | 694 | 733 | 735 | | | |
| その他 | Other | - | 79 | 73 | 87 | 107 | 97 | 75 | 51 | 107 | 121 | 208 | 249 | 327 | | | |
| 流動資産合計 | Total current assets | - | 1,842 | 2,930 | 3,349 | 3,171 | 3,442 | 3,323 | 3,675 | 3,438 | 3,527 | 3,812 | 3,982 | 3,272 | | | |
| 固定資産 Non-current assets | | | | | | | | | | | | | | | | | |
| 有形固定資産 Property, plant and equipment | | | | | | | | | | | | | | | | | |
| 建物（純額） | Buildings,net | - | 15 | 14 | 14 | 13 | 111 | 186 | 182 | 179 | 177 | 174 | 170 | 167 | | | |
| 工具、器具及び備品（純額） | Tools, furniture and fixtures,net | - | 18 | 15 | 16 | 16 | 49 | 67 | 63 | 57 | 55 | 51 | 48 | 46 | | | |
| その他（純額） | Other (net) | - | 1 | 1 | 1 | - | - | - | - | - | - | - | - | - | | | |
| 有形固定資産合計 | Total property, plant and equipment | - | 35 | 32 | 32 | 30 | 161 | 253 | 246 | 237 | 233 | 225 | 219 | 213 | | | |
| 無形固定資産 Intangible assets | | | | | | | | | | | | | | | | | |
| 商標権 | Trademark right | - | - | - | - | - | - | - | - | - | - | - | - | 3 | | | |
| ソフトウェア | Software | - | 13 | 12 | 11 | 14 | 13 | 13 | 12 | 39 | 47 | 56 | 59 | 56 | | | |
| ソフトウェア仮勘定 | Software in Progress | - | - | - | - | - | 6 | 26 | 32 | 2 | 18 | 46 | 85 | 170 | | | |
| 無形固定資産合計 | Total intangible assets | - | 13 | 12 | 11 | 14 | 19 | 40 | 45 | 42 | 66 | 102 | 144 | 230 | | | |
| 投資その他の資産 Investments and other assets | | | | | | | | | | | | | | | | | |
| 繰延税金資産 | Deferred tax assets | - | 102 | 101 | 78 | 78 | 78 | 78 | 86 | 86 | 86 | 86 | 84 | 162 | | | |
| その他 | Other | - | 26 | 26 | 25 | 60 | 60 | 59 | 59 | 58 | 58 | 58 | 84 | 87 | | | |
| 投資その他の資産合計 | Total investments and other assets | - | 128 | 128 | 104 | 138 | 138 | 138 | 145 | 145 | 145 | 145 | 168 | 250 | | | |
| 固定資産合計 | Total non-current assets | - | 177 | 172 | 148 | 183 | 319 | 432 | 437 | 425 | 445 | 474 | 532 | 694 | | | |
| 資産合計 | Total assets | - | 2,020 | 3,102 | 3,497 | 3,354 | 3,761 | 3,755 | 4,112 | 3,863 | 3,972 | 4,286 | 4,515 | 3,966 | | | |
| 負債の部 Liabilities | | | | | | | | | | | | | | | | | |
| 流動負債 Current liabilities | | | | | | | | | | | | | | | | | |
| 買掛金 | Accounts payable | - | 154 | 169 | 144 | 136 | 147 | 168 | 155 | 193 | 229 | 243 | 253 | 273 | | | |
| 1年内返済予定の長期借入金 | Current portion of long-term borrowings | - | 121 | 90 | 87 | 91 | 84 | 80 | 74 | 48 | 34 | 148 | 133 | 132 | | | |
| 未払金 | Accounts payable | - | 96 | 136 | 110 | 76 | 186 | 158 | 124 | 66 | 123 | 104 | 203 | 106 | | | |
| 未払費用 | Accrued expenses | - | 139 | 106 | 178 | 41 | 164 | 37 | 193 | 50 | 176 | 53 | 214 | 53 | | | |
| 未払法人税等 | Income taxes payable | - | 158 | 76 | 145 | 71 | 147 | 104 | 235 | 83 | 90 | - | 13 | 7 | | | |
| その他 | Other | - | 73 | 142 | 101 | 129 | 70 | 136 | 83 | 152 | 43 | 141 | 59 | 222 | | | |
| 流動負債合計 | Total current liabilities | - | 743 | 722 | 768 | 546 | 800 | 685 | 866 | 595 | 697 | 691 | 878 | 797 | | | |
| 固定負債 Non-current liabilities | | | | | | | | | | | | | | | | | |
| 長期借入金 | Non-current liabilities | - | 118 | 96 | 73 | 48 | 34 | 15 | 0 | - | - | 267 | 233 | 200 | | | |
| その他 | Other | - | 1 | 1 | 1 | 0 | 50 | 77 | 77 | 77 | 77 | 77 | 77 | 77 | | | |
| 固定負債合計 | Total non-current liabilities | - | 120 | 97 | 74 | 49 | 84 | 92 | 78 | 77 | 77 | 345 | 311 | 278 | | | |
| 負債合計 | Total liabilities | - | 864 | 820 | 843 | 595 | 885 | 778 | 944 | 673 | 774 | 1,036 | 1,189 | 1,075 | | | |
| 純資産の部 Net assets | | | | | | | | | | | | | | | | | |
| 株主資本 Shareholders' equity | | | | | | | | | | | | | | | | | |
| 資本金 | Share capital | - | 68 | 606 | 754 | 754 | 758 | 758 | 758 | 759 | 760 | 760 | 761 | 762 | | | |
| 資本剰余金 | Capital surplus | - | 64 | 602 | 750 | 750 | 754 | 755 | 755 | 755 | 756 | 756 | 758 | 758 | | | |
| 利益剰余金 | Retained earnings | - | 1,024 | 1,072 | 1,149 | 1,253 | 1,363 | 1,461 | 1,652 | 1,672 | 1,677 | 1,729 | 1,800 | 1,444 | | | |
| 自己株式 | Treasury shares | - | - | - | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -0 | -80 | | | |
| 株主資本合計 | Total shareholders' equity | - | 1,156 | 2,282 | 2,654 | 2,758 | 2,875 | 2,975 | 3,165 | 3,187 | 3,193 | 3,245 | 3,320 | 2,884 | | | |
| 新株予約権 | Share acquisition rights | - | - | - | - | - | 0 | 1 | 2 | 3 | 4 | 4 | 5 | 5 | | | |
| 純資産合計 | Total net assets | - | 1,156 | 2,282 | 2,654 | 2,758 | 2,876 | 2,977 | 3,168 | 3,190 | 3,197 | 3,250 | 3,325 | 2,890 | | | |
| 負債純資産合計 | Total liabilities and net assets | - | 2,020 | 3,102 | 3,497 | 3,354 | 3,761 | 3,755 | 4,112 | 3,863 | 3,972 | 4,286 | 4,515 | 3,966 | | | |

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