

First Quarter of the Fiscal Year Ended March 31, 2022 Financial Results Materials

COMTURE CORPORATION

*Transforming needs
into solutions*



July 30, 2021

Koichi Mukai
Chairman

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1Q of the FY Ended March 31, 2022

Results of Operations



1-1 Financial Highlights (Announced July 30, 2021)

Achieved 11 consecutive years of sales growth(*) and significant recovery in earnings with both sales and earnings climbing to record highs

	1Q FY3/21 Results		1Q FY3/22 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	4,960 million yen	-	5,910 million yen	-	+19.2%
Operating profit	557 million yen	11.2%	932 million yen	15.8%	+67.2%
Ordinary profit	560 million yen	11.3%	929 million yen	15.7%	+65.7%
Profit attributable to owners of parent	369 million yen	7.5%	558 million yen	9.4%	+51.0%
Net income per share	11.60 yen	-	17.52 yen	-	+51.0%

(*) COMTURE started applying Accounting Standard for Revenue Recognition (Accounting Standards Board of Japan (ASBJ) Statement No. 29, March 31, 2020) in FY3/21, which is earlier than required.

1-2 Business Segment Performance

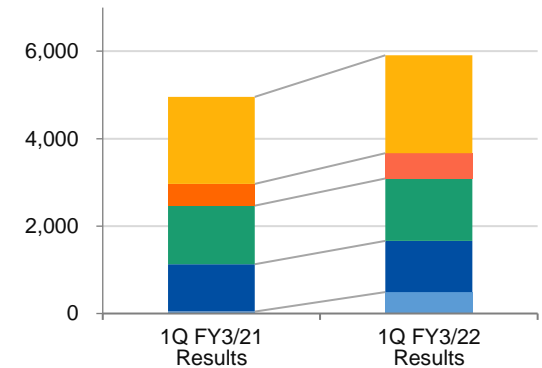
(Unit: million yen)

	1Q FY3/21 Results	1Q FY3/22 Results	YoY change (%)
Net sales	4,960	5,910	+19.2%
Cloud Solutions	1,995	2,244	+12.5%
Digital Solutions	498	572	+14.7%
Business Solutions	1,335	1,434	+7.4%
Platform, Operation Services	1,086	1,170	+7.7%
Digital Learning	44	489	+999.2%
Gross profit	1,024	1,451	+41.7%
Cloud Solutions	410	569	+38.9%
Digital Solutions	114	143	+26.0%
Business Solutions	255	311	+22.0%
Platform, Operation Services	254	284	+11.5%
Digital Learning	-10	142	—

- Cloud Solutions Business
- Digital Solutions Business
- Business Solutions Business
- Platform, Operation Services
- Digital Learning

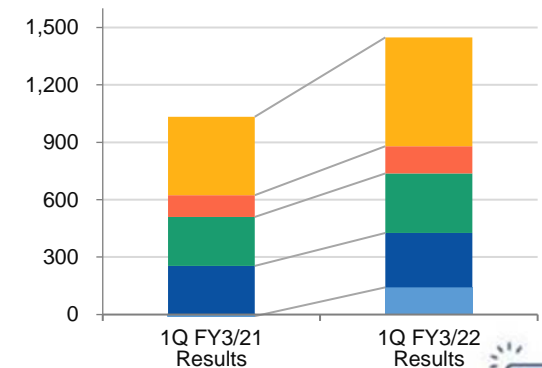
Net sales

(Unit: million yen)



Gross profit

(Unit: million yen)



1-3 Contributing Factors

Net sales

Up 19.2% YoY **(5,910 million yen)**

- + Growth of the cloud solutions business due to an increase in demand for cloud computing of internal systems, digitization of processes and other factors
- + Growth of the digital solutions business due to higher demand for data analysis services
- + Growth of the business solutions business due to the expansion of the SAP business
- + Growth of the platform, operation services business due to higher demand for cloud construction/transfer and outsourcing of the information systems division
- + Growth of the digital learning business due to the acquisition of Edifist Learning

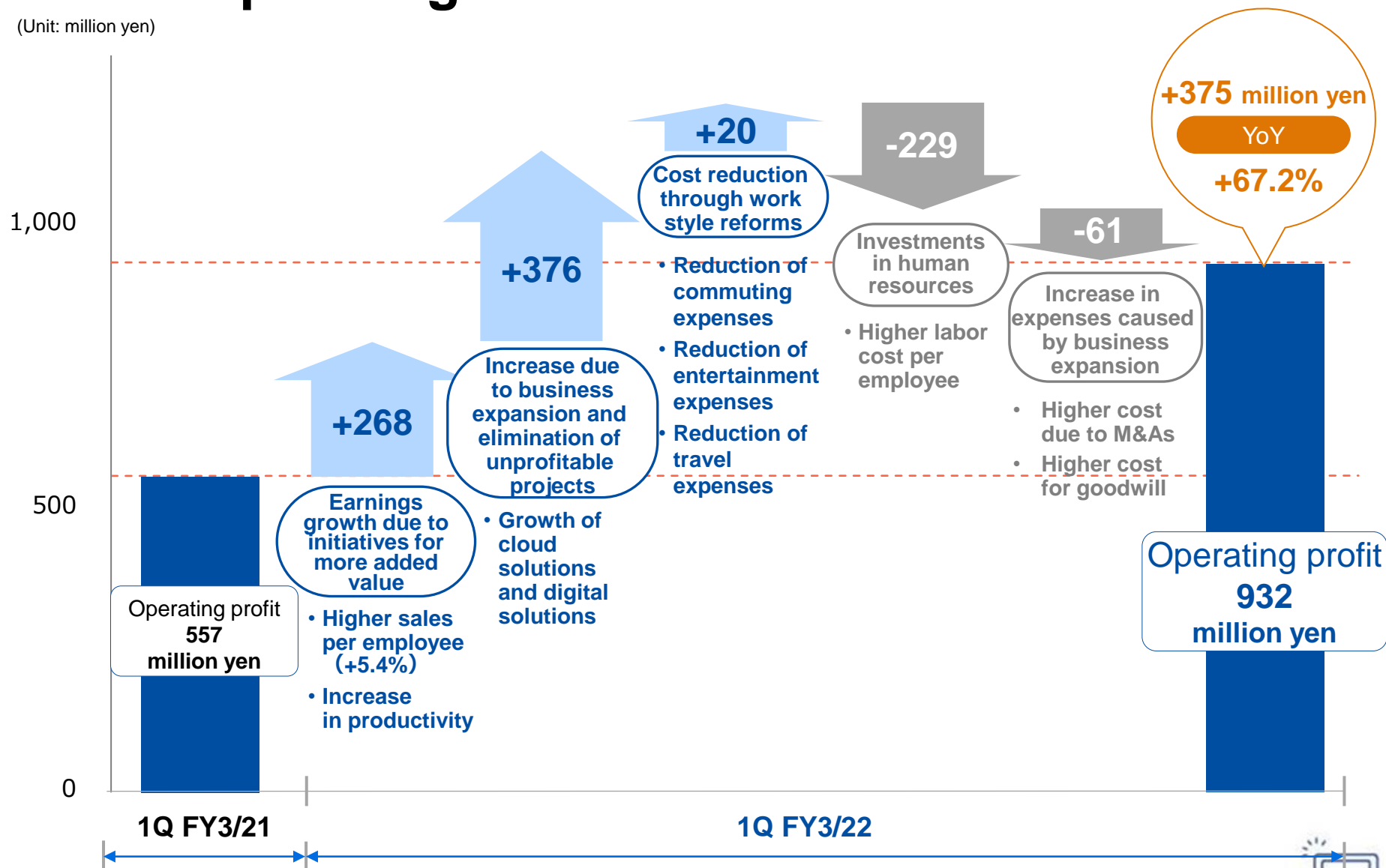
Operating profit

Up 67.2% YoY **(932 million yen)**

- + Sales per employee: up 5.4%
- + Cost reduction through efforts to reform work styles, such as promoting teleworking and web conferencing
- Substantial investments in human resources, including more hiring of new employees, improvement of employee treatment and other activities
- Increase in costs and goodwill following the acquisition of Edifist Learning

1-4 Components of Changes in Operating Profit

(Unit: million yen)



FY3/22

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Earnings Forecast



2-1 FY3/22 Earnings Forecast

Upward revision of earnings forecast on July 30, 2021

Aiming for 12 consecutive years of sales growth and 11 consecutive years of earnings growth, reaching new record highs

(Unit: million yen)	FY3/21 Results		FY3/22 Initial forecast		FY3/22 Revised forecast		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	Amount (Increase rate)	% to net sales	
Net sales	20,868	-	23,000	-	24,100 (+4.8%)	-	+15.5%
Operating profit	3,150	15.1%	3,500	15.2%	3,800 (+8.6%)	15.8%	+20.6%
Ordinary profit	3,192	15.3%	3,500	15.2%	3,800 (+8.5%)	15.7%	+19.0%
Profit attributable to owners of parent	2,083	10.0%	2,380	10.3%	2,400 (+0.8%)	9.9%	+15.2%
Net income per share	65.38 yen	-	74.67 yen	-	75.30 yen (+0.8%)	-	+15.2%

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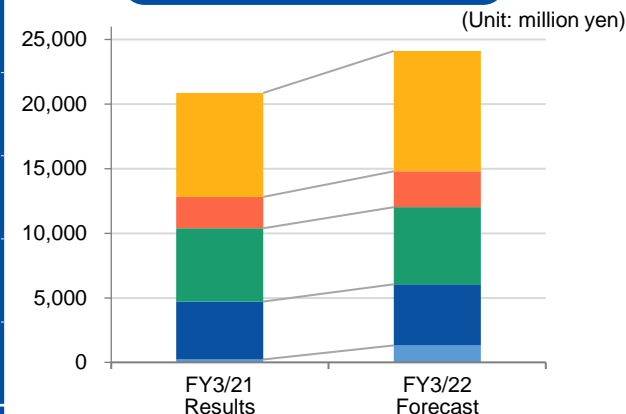
2-2 Business Segment Forecast

(Unit: million yen)

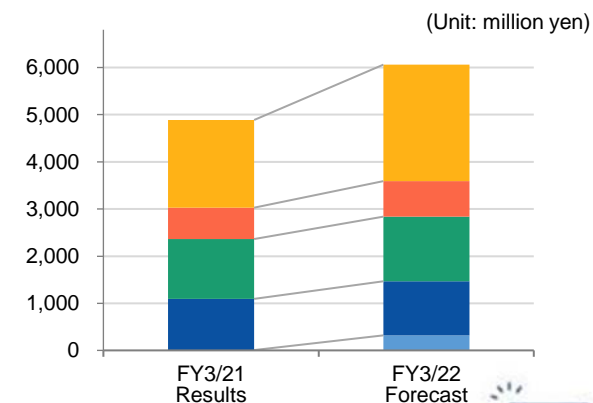
	FY3/21 Results	FY3/22 Forecast	YoY change (%)
Net sales	20,868	24,100	+15.5%
Cloud Solutions	8,063	9,300	+15.3%
Digital Solutions	2,424	2,768	+14.2%
Business Solutions	5,661	5,965	+5.4%
Platform, Operation Services	4,486	4,743	+5.7%
Digital Learning	233	1,322	+467.0%
Gross profit	4,891	6,062	+23.9%
Cloud Solutions	1,863	2,466	+32.3%
Digital Solutions	660	759	+15.0%
Business Solutions	1,272	1,369	+7.6%
Platform, Operation Services	1,085	1,145	+3.5%
Digital Learning	9	321	+3433.4%

- Cloud Solutions Business
- Digital Solutions Business
- Business Solutions Business
- Platform, Operation Services
- Digital Learning

Net sales

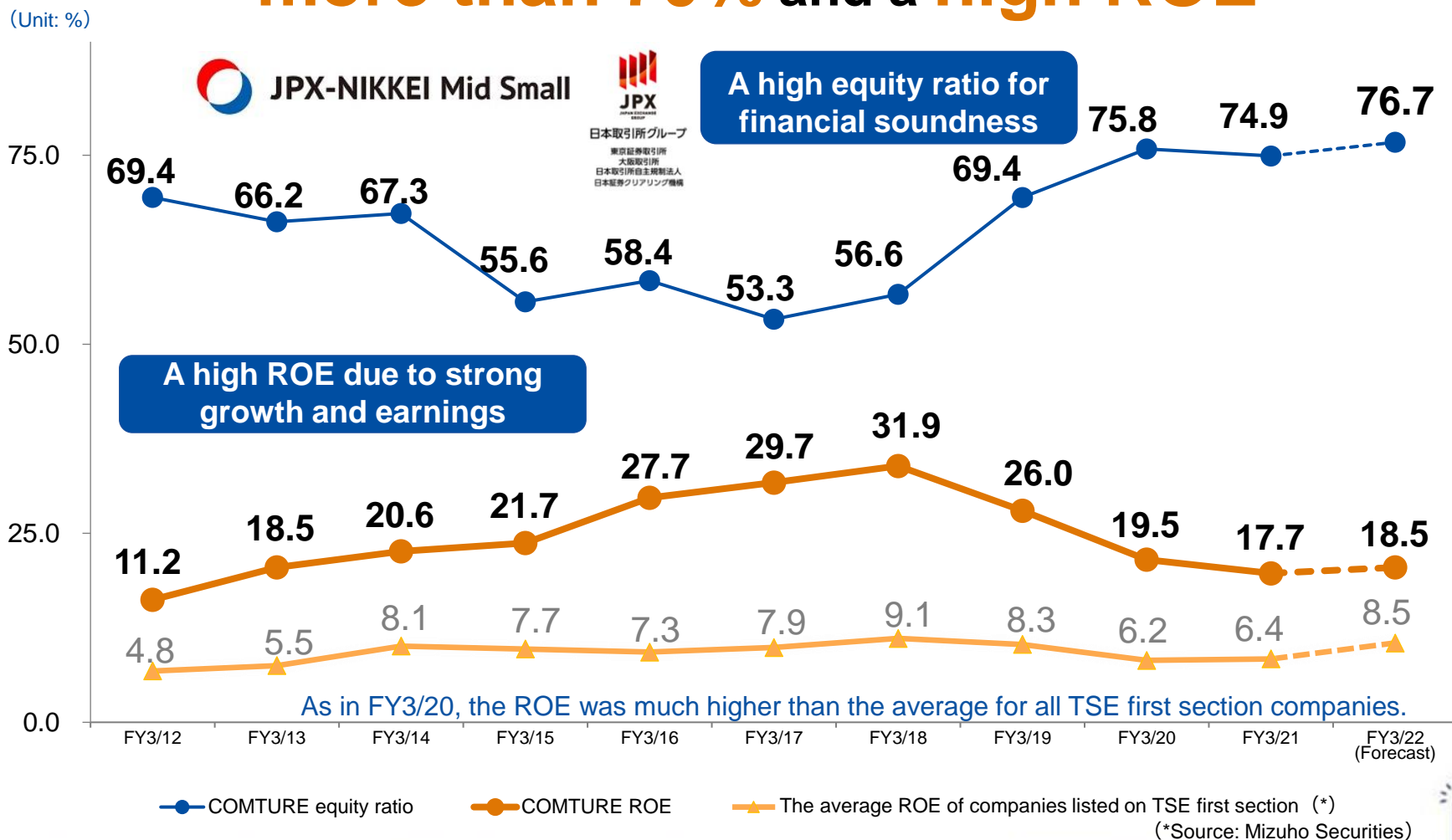


Gross profit



2-3 Financial Soundness and High Profitability

The goals are a shareholder's equity of **more than 70%** and a **high ROE**



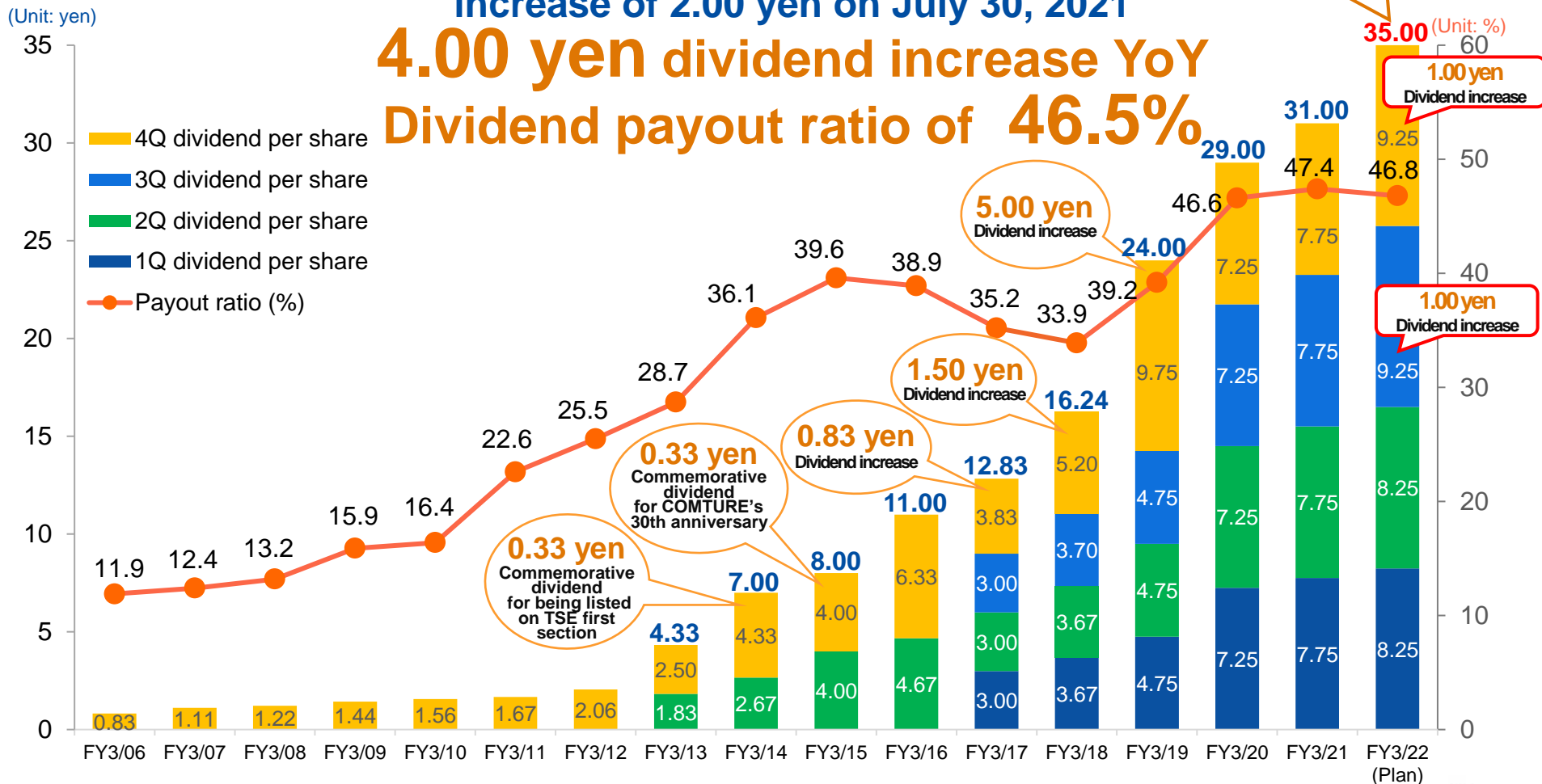
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Shareholder Returns

3-1 Dividend Growth

Plan to raise the dividend for the 17th consecutive year
 Announced an annual dividend
 increase of 2.00 yen on July 30, 2021

4.00 yen dividend increase YoY
Dividend payout ratio of 46.5%



COMTURE conducted a 3-for-1 common stock split effective on October 1, 2017 and a 2-for-1 common stock split effective on October 1, 2019. Dividend per share has been calculated as if these stock splits had taken place at the beginning of FY3/06.

3-2 Quarterly Dividends

COMTURE pays dividends every quarter

COMTURE pays a quarterly dividend because the stability of operations results in the stability of quarterly performance as well.

Dividend payment schedule

	Dividend per share	Dividend record date	Dividend payment date (Plan)
1Q	8.25 yen	Jun. 30, 2021	Aug. 31, 2021
2Q	8.25 yen	Sep. 30, 2021	Nov. 30, 2021
3Q	9.25 yen (8.25 yen)	Dec. 31, 2021	Feb. 28, 2022
4Q	9.25 yen (8.25 yen)	Mar. 31, 2022	Next business day after shareholders' meeting approval
Total	35.00 yen	* Figures in the parentheses are the initial dividend plan announced on May 10, 2021.	

3-3 Shareholder Benefit Program

Shareholders receive special benefits in addition to dividends

Shareholders of record at the end of September and March every year who own at least 300 shares receive prepaid QUO cards worth 1,000 yen (2,000 yen every fiscal year).

- * Dividend of 10,500 yen + prepaid QUO cards worth 2,000 yen = 12,500 yen annually
- The payout ratio including QUO cards are expected to be 55.3% for the fiscal year ending March 31, 2022 (for shareholders holding 300 shares)



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- COMTURE assumes no responsibility whatsoever concerning any losses or damages resulting from the use of information in this presentation.
- Forecasts and other forward-looking statements in this presentation are based on the judgments of COMTURE using information that was available when this presentation was prepared and incorporate risks and uncertainties. As a result, actual performance may differ significantly from the forward-looking statements in this presentation due to changes in market conditions or many other reasons.

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