

Supplementary Materials for
3Q FY3/17 Financial Results
for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



January 27, 2017

Koichi Mukai
Chairman & CEO

Financial Highlights

(Thousands of yen)	FY3/2015(total)		FY3/2016(total)				FY3/2017(total)			YoY
	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	3Q
Net sales	7,040,935	9,864,795	2,703,516	5,463,632	8,258,015	11,349,540	2,987,659	6,104,342	9,901,995	+19.9%
Gross profit	5,549,600	7,761,461	509,094	1,154,543	1,773,680	2,510,097	657,019	1,357,660	2,133,617	+20.3%
Operating income	1,491,334	2,103,334	179,539	542,031	860,581	1,293,274	269,291	605,231	914,839	+6.3%
Ordinary income	730,796	1,047,397	183,667	543,890	864,415	1,295,441	269,018	602,554	937,425	+8.4%
Profit	760,538	1,055,936	109,211	345,254	554,913	823,595	179,135	406,530	633,510	+14.2%
Gross margin	78.8%	78.7%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	21.5%	
Operating margin	21.2%	21.3%	6.6%	9.9%	10.4%	11.4%	9.0%	9.9%	9.2%	
Ordinary income margin	10.4%	10.6%	6.8%	10.0%	10.5%	11.4%	9.0%	9.9%	9.5%	
Net income margin	10.8%	10.7%	4.0%	6.3%	6.7%	7.3%	6.0%	6.7%	6.4%	
Net assets	3,442,815	2,697,263	2,917,301	2,691,679	2,992,332	3,261,034	3,249,139	3,392,419	3,538,619	
Total assets	4,907,046	4,844,062	4,955,589	4,625,195	4,910,330	5,582,027	5,593,116	6,503,461	7,016,247	
Total number of issued (Shares)	5,342,100	5,343,900	5,346,300	5,349,900	5,350,500	5,353,500	5,354,100	5,354,100	5,354,100	
Net assets per share (Yen)	644.47	556.29	—	—	—	671.52	606.85	633.61	660.92	
Net income per share (Yen)	88.33	121.07	22.42	71.23	114.46	169.84	36.76	83.75	130.52	
Ratio of shareholders' (%)	70.1	55.6	58.1	69.3	60.9	58.4	58.1	52.1	50.4	
Return on equity (%)	22.1	21.7	3.7	12.8	18.5	27.7	5.5	12.0	17.9	

Balance Sheet

(Thousands of yen)	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17	3QFY3/17
Current assets	4,101,398	3,609,455	3,400,115	4,090,136	3,712,129	4,410,868	3,902,540	4,859,414	4,736,514
Cash and deposits	2,465,598	1,873,002	1,659,164	2,542,051	2,016,442	2,297,518	2,044,754	2,792,272	2,450,986
Notes and accounts receivable-trade	1,265,547	1,527,347	1,456,223	1,192,603	1,436,733	1,855,828	1,497,155	1,720,692	1,898,738
Work in process	83,200	54,727	54,220	64,853	63,344	34,827	60,445	56,920	81,757
Other current assets	287,051	154,376	230,507	290,628	195,609	222,694	300,184	289,528	305,031
Non-current assets	805,647	1,234,607	1,225,079	817,606	1,198,200	1,171,158	1,690,575	1,644,047	2,279,733
Property, plant and equipment	271,941	272,220	290,061	273,488	277,305	267,559	407,644	400,457	416,130
Intangible assets	44,689	355,506	341,902	49,868	320,726	302,879	693,661	648,034	988,652
Investments and other assets	489,016	606,879	593,115	494,249	600,168	600,719	589,269	595,555	874,949
Total assets	4,907,046	4,844,062	4,625,195	4,907,743	4,910,330	5,582,027	5,593,116	6,503,461	7,016,247

	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17	3QFY3/17
Current liabilities	1,309,719	1,800,075	1,739,671	1,635,282	1,624,139	1,993,037	1,885,490	2,175,932	2,503,072
Accounts payable-trade	644,703	689,151	592,069	612,981	612,947	750,554	666,519	723,792	707,602
Short-term loans payable	-	200,000	200,000	200,000	200,000	200,000	206,640	200,000	200,000
Provision for bonuses	9,351	193,118	298,087	138,957	53,435	238,150	55,308	316,147	163,156
Other current liabilities	655,661	717,803	649,515	683,344	346,743	804,331	957,021	935,990	1,432,309
Non-current liabilities	154,511	346,723	298,616	298,233	293,857	327,955	458,486	935,109	974,556
Net defined benefit liability		148,258	139,968	142,710	135,854	136,462	126,796	129,282	-
Asset retirement obligations	52,401	51,928	58,828	58,582	59,075	59,321	114,757	115,026	157,828
Other non-current liabilities	102,109	146,537	99,819	96,941	98,928	132,171	216,933	690,800	816,727
Total liabilities	1,464,230	2,146,798	2,038,287	1,933,516	1,917,997	2,320,992	2,343,976	3,111,041	3,477,628
Capital stock	1,016,485	1,016,808	1,017,882	1,017,237	1,017,989	1,018,526	1,018,633	1,018,633	1,018,633
Capital surplus	265,385	265,708	266,782	266,137	266,889	267,426	267,533	267,533	267,533
Retained earnings	2,140,151	2,310,047	2,539,050	2,303,007	2,612,914	2,881,596	2,876,302	3,016,324	3,155,932
Treasury shares	△38	△910,038	△910,038	△910,038	△910,038	△910,038	△910,038	△910,169	△910,406
Valuation and translation adjustments		12,031	1,474	12,829	2,477	1,676	△5,088	△1,699	5,128
Subscription rights to shares	2,909	2,707	2,150	2,504	2,099	1,846	1,796	1,796	1,796
Total net assets	3,442,815	2,697,263	2,917,301	2,691,679	2,992,332	3,261,034	3,249,139	3,392,419	3,538,619
Total liabilities and net assets	4,907,046	4,844,062	4,955,589	4,625,195	4,910,330	5,582,027	5,593,116	6,503,461	7,016,247

Statement of Income

(Thousands of yen)	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17	3Q FY3/17
Net sales	7,040,935	9,864,795	2,703,516	5,463,632	8,258,015	11,349,540	2,987,659	6,104,342	9,901,995
Cost of sales	5,549,600	7,761,461	2,194,422	4,309,088	6,484,335	8,839,492	2,330,639	4,746,681	7,768,378
Gross profit	1,491,334	2,103,334	509,094	1,154,543	1,773,680	2,510,097	657,019	1,357,660	2,133,617
SG&A expenses	730,796	1,047,397	329,554	612,512	913,098	1,216,823	387,728	752,428	1,218,777
Operating income	760,538	1,055,936	179,539	542,031	860,581	1,293,274	269,291	605,231	914,839
Non-operating income	12,200	35,642	8,155	11,806	14,206	14,960	3,320	4,258	32,313
Non-operating expenses	548	31,646	4,027	9,947	10,372	12,793	3,593	6,935	9,727
Ordinary income	772,191	1,059,932	183,667	543,890	864,415	1,295,441	269,018	602,554	937,425
Profit before income taxes	771,966	1,057,877	183,667	543,940	864,466	1,285,489	260,635	594,074	928,945
Income taxes	300,639	416,659	74,456	198,686	309,552	461,894	81,499	187,544	295,435
Profit attributable to owners of parent	471,321	641,217	109,211	345,254	554,913	823,595	179,135	406,530	633,510

Orders and Order Backlog

(Thousands of yen)	FY3/15(total)			FY3/16(total)				FY3/17(total)			YoY
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	3Q
Orders	4,772	7,236	11,049	2,367	4,875	7,473	14,457	3,220	5,707	9,916	+32.7%
Groupware Solutions Business	1,664	2,431	3,337	616	1,271	2,055	3,660	642	1,109	1,952	△5.0%
ERP Solutions Business	359	509	699	151	342	522	873	175	363	596	+14.2%
Web Solutions Business	1,215	2,001	3,010	1,077	2,283	3,430	5,066	1,280	3,400	4,824	+40.7%
Network Services Business	1,534	2,296	4,003	523	978	1,466	4,857	1,123	835	2,543	+73.4%
Order backlog	2,096	2,125	3,115	2,785	2,526	2,330	3,258	3,025	2,861	3,130	+34.3%
Groupware Solutions Business	798	709	673	634	585	611	742	663	602	509	△16.7%
ERP Solutions Business	177	139	144	126	125	120	146	151	127	165	+37.5%
Web Solutions Business	394	566	687	718	816	903	765	947	1,130	1,199	+32.8%
Network Services Business	726	711	1,612	1,307	1,000	696	1,605	1,264	1,002	1,257	+80.6%

4 segments Results

(Thousands of yen)	FY3/15(total)			FY3/16(total)				FY3/17(total)			YoY
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	3Q
Net sales	4,606	7,041	9,864	2,704	5,464	8,258	11,349	2,987	6,104	9,901	+19.9%
Groupware Solutions Business	1,268	2,091	2,911	721	1,359	2,116	2,919	613	1,249	2,116	+0.0%
ERP Solutions Business	345	533	719	169	361	546	727	180	382	575	+5.3%
Web Solutions Business	1,497	2,150	3,138	999	2,154	3,214	4,449	1,412	3,035	4,311	+34.1%
Network Services Business	1,495	2,267	3,096	814	1,589	2,382	3,254	782	1,438	2,898	+21.7%
Cost of sales	3,627	5,550	7,761	2,194	4,309	6,484	8,839	2,330	4,747	7,768	+19.8%
Gross profit	979	1,491	2,103	509	1,155	1,774	2,510	657	1,357	2,133	+20.2%
Groupware Solutions Business	310	495	691	143	311	496	693	148	317	498	+0.4%
ERP Solutions Business	91	145	199	46	97	146	204	51	106	148	+1.4%
Web Solutions Business	295	407	618	164	455	680	994	302	649	911	+34.0%
Network Services Business	283	444	595	155	292	452	619	156	285	575	+27.4%
Gross margin	21.2%	21.2%	21.3%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	21.5%	
Groupware Solutions Business	24.4%	23.7%	23.8%	19.9%	22.9%	23.5%	23.7%	24.1%	25.4%	23.5%	
ERP Solutions Business	26.3%	27.2%	27.7%	27.5%	26.8%	26.6%	28.1%	28.3%	27.7%	25.7%	
Web Solutions Business	19.7%	18.9%	19.7%	16.4%	21.1%	21.2%	22.3%	21.4%	21.4%	21.1%	
Network Services Business	18.9%	19.6%	21.3%	19.1%	18.4%	19.0%	19.0%	19.9%	19.8%	19.9%	

Stock Information

Stock status

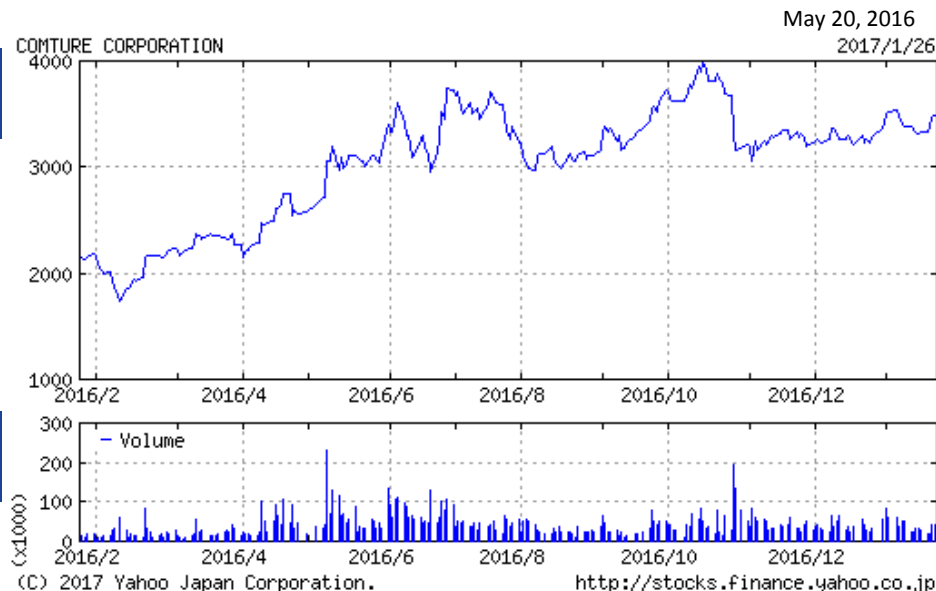
(As of December 31, 2016)

Total number of authorized shares **17,400,000** shares

Total number of issued shares (common stock) **5,354,100** shares

Number of shareholders (common stock) **3,962**

Shareholder composition



	31-Mar-16			30-Jun-16			30-Sep-16			31-Dec-16		
	No. of shareholders	No. of shares held	Shareholding ratios	No. of shareholders	No. of shares held	Shareholding ratios	No. of shareholders	No. of shares held	Shareholding ratios	No. of shareholders	No. of shares held	Shareholding ratios
Financial Institutions	19	754,700	14.1%	19	772,600	14.4%	21	875,700	16.4%	21	762,700	14.2%
Security firms	26	121,173	2.3%	30	155,015	2.9%	33	148,452	2.8%	38	314,358	5.9%
Other entities	20	1,106,300	20.7%	23	1,106,100	20.7%	29	1,114,900	20.8%	20	1,105,300	20.6%
Foreign entities, etc.	55	670,858	12.5%	55	785,916	14.7%	47	639,333	11.9%	50	475,543	8.9%
Individuals and others	3,587	2,200,388	41.1%	3,274	2,034,388	38.0%	3,530	2,075,595	38.8%	3,832	2,196,019	41.0%
Treasury shares	1	500,081	9.3%	1	500,081	9.3%	1	500,120	9.3%	1	500,180	9.3%
Total	3,708	5,353,500	100.0%	3,402	5,354,100	100.0%	3,661	5,354,100	100.0%	3,962	5,354,100	100.0%

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