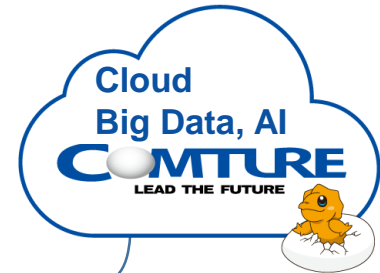


First Quarter of the Fiscal Year Ended March 31, 2021 Financial Results Materials

COMTURE CORPORATION

*Transforming needs
into solutions*



July 31, 2020

Koichi Mukai
Chairman & CEO

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1Q of the FY Ended March 31, 2021

Results of Operations



1-1 Financial Highlights (Announced July 31, 2020)

Achieved 10 consecutive years of sales growth and earnings climbing to record highs

	1Q FY3/20 Results		1Q FY3/21 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	4,653 million yen	-	4,960 million yen	-	+6.6%
Operating profit	617 million yen	13.3%	557 million yen	11.2%	-9.8%
Ordinary profit	626 million yen	13.5%	560 million yen	11.3%	-10.4%
Profit attributable to owners of parent	465 million yen	10.0%	369 million yen	7.5%	-20.6%
Net income per share	14.79 yen	-	11.60 yen	-	-21.6%

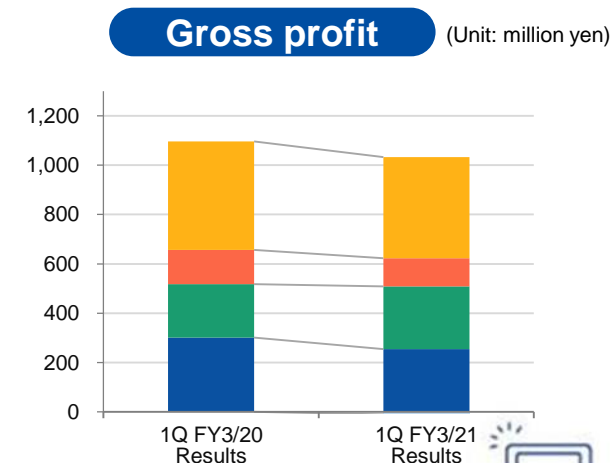
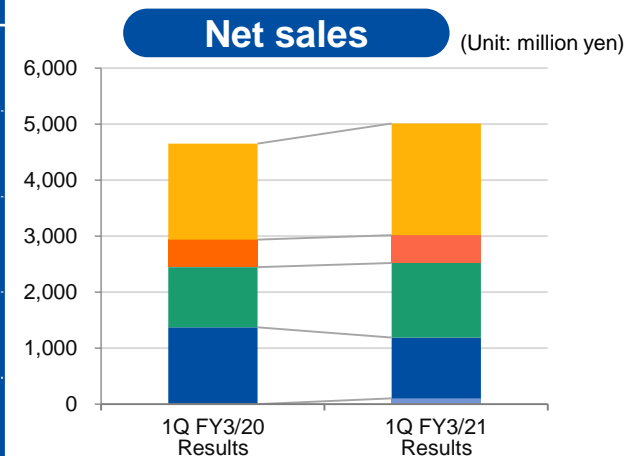
* COMTURE started applying Accounting Standard for Revenue Recognition (Accounting Standards Board of Japan (ASBJ) Statement No. 29, March 31, 2020) in FY3/21, which is earlier than required. Net sales have been calculated assuming that this standard had been used from the beginning of FY3/20 (same hereafter).

1-2 Business Segment Performance

(Unit: million yen)

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

	1Q FY3/20 Results	1Q FY3/21 Results	YoY change (%)
Net sales	4,653	4,960	+6.6%
Cloud Solutions	1,714	1,995	+16.3%
Digital Solutions	493	498	+ 1.0%
Enterprise Solutions	1,074	1,335	+24.3%
Platform, Operation Services	1,371	1,086	-20.7%
Digital Learning	-	44	-
Gross profit	1,097	1,024	-6.7%
Cloud Solutions	439	410	-6.6%
Digital Solutions	139	114	-18.1%
Enterprise Solutions	217	255	+17.3%
Platform, Operation Services	301	254	-15.5%
Digital Learning	-	-10	-



1-3 Contributing Factors

Net sales

Up 6.6% YoY

- +** Cloud solutions business growth mainly due to collaborations with global cloud platformers
- +** Higher enterprise solutions business sales due to the recovery of demand at current users for the replacement of systems
- Downturn in IT investments in the airline, manufacturing and other sectors because of COVID-19

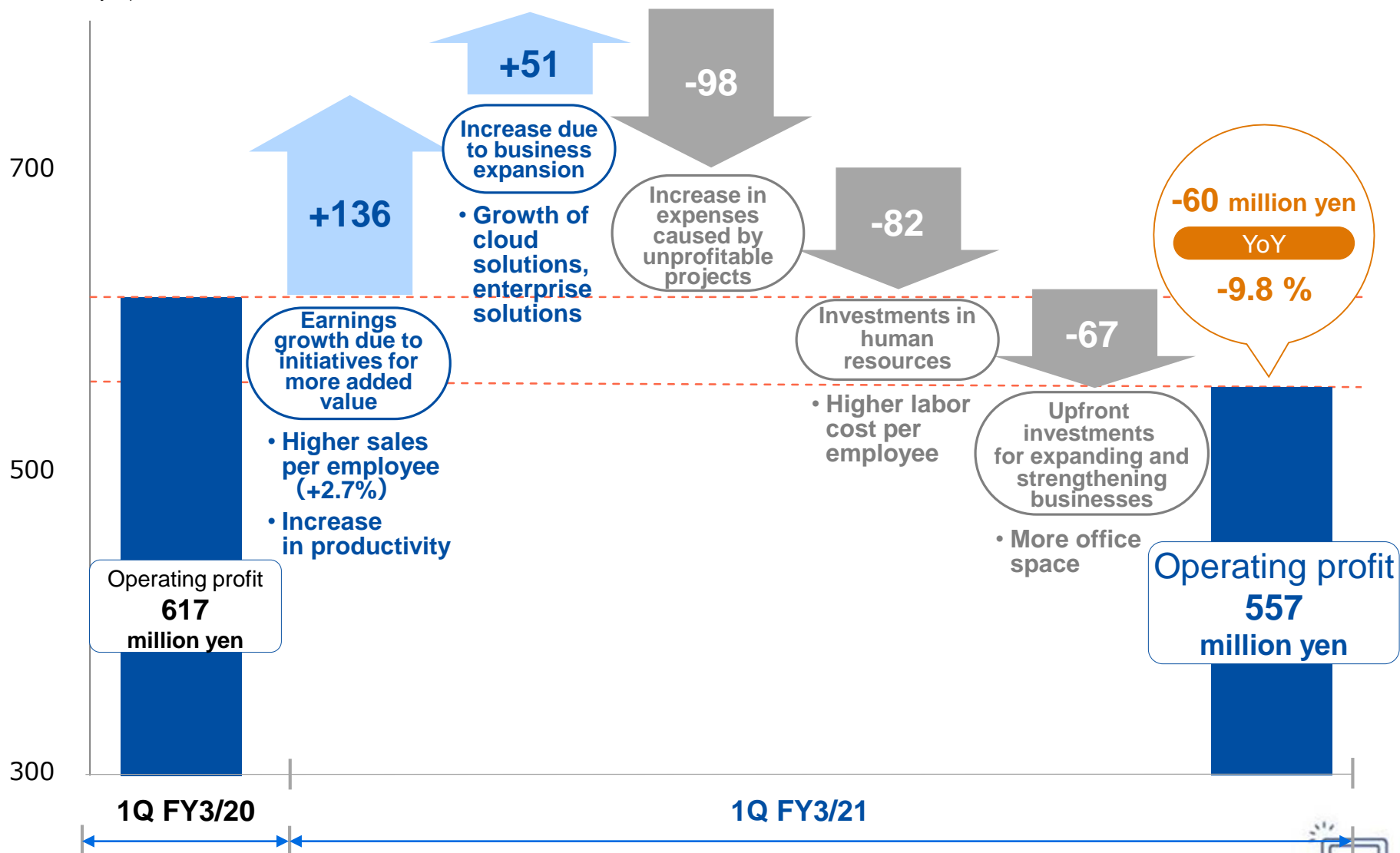
Operating profit

Down 9.8% YoY

- +** Sales per employee: up 2.7%
- +** Growth of the cloud solutions and enterprise solutions businesses
- Temporary increase in expenses caused by unprofitable projects
- Substantial investments in human resources, resulting in a higher cost of labor and other activities
- More office space and other expenditures to support continuing growth

1-4 Components of Changes in Operating Profit

(Unit: million yen)



2

FY3/21

Earnings Forecast

No change in the earnings forecast announced on May 15, 2020



2-1 FY3/21 Earnings Forecast

Aiming for 11 consecutive years of sales growth and 10 consecutive years of earnings growth, reaching new record highs

	FY3/20 Results		FY3/21 Forecast		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	20,008 million yen	-	21,000 million yen	-	+5.0%
Operating profit	2,833 million yen	14.2%	3,045 million yen	14.5%	+7.5%
Ordinary profit	2,867 million yen	14.3%	3,045 million yen	14.5%	+6.2%
Profit attributable to owners of parent	1,974 million yen	9.9%	2,070 million yen	9.9%	+4.8%
Net income per share	62.17 yen	-	64.97 yen	-	+4.5%

* COMTURE started applying Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) in FY3/21, which is earlier than required. Net sales have been calculated assuming that this standard had been used from the beginning of FY3/20 (same hereafter).

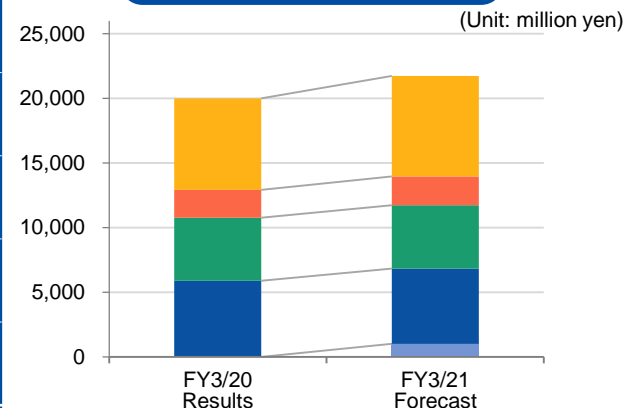
2-2 Business Segment Forecast

(Unit: million yen)

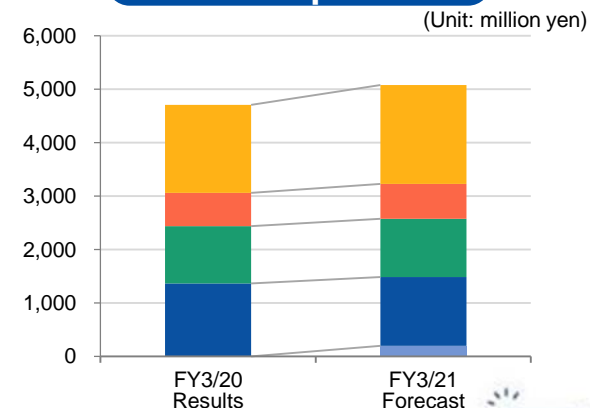
	FY3/20 Results	FY3/21 Forecast	YoY change (%)
Net sales	20,008	21,000	+5.0%
Cloud Solutions	7,087	7,789	+9.9%
Digital Solutions	2,149	2,216	+3.1%
Enterprise Solutions	4,878	4,901	+0.5%
Platform, Operation Services	5,893	5,842	-0.9%
Digital Learning	-	250	-
Gross profit	4,708	4,956	+5.3%
Cloud Solutions	1,646	1,853	+12.6%
Digital Solutions	625	649	+3.8%
Enterprise Solutions	1,069	1,093	+2.2%
Platform, Operation Services	1,368	1,285	-6.1%
Digital Learning	-	75	-

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

Net sales



Gross profit

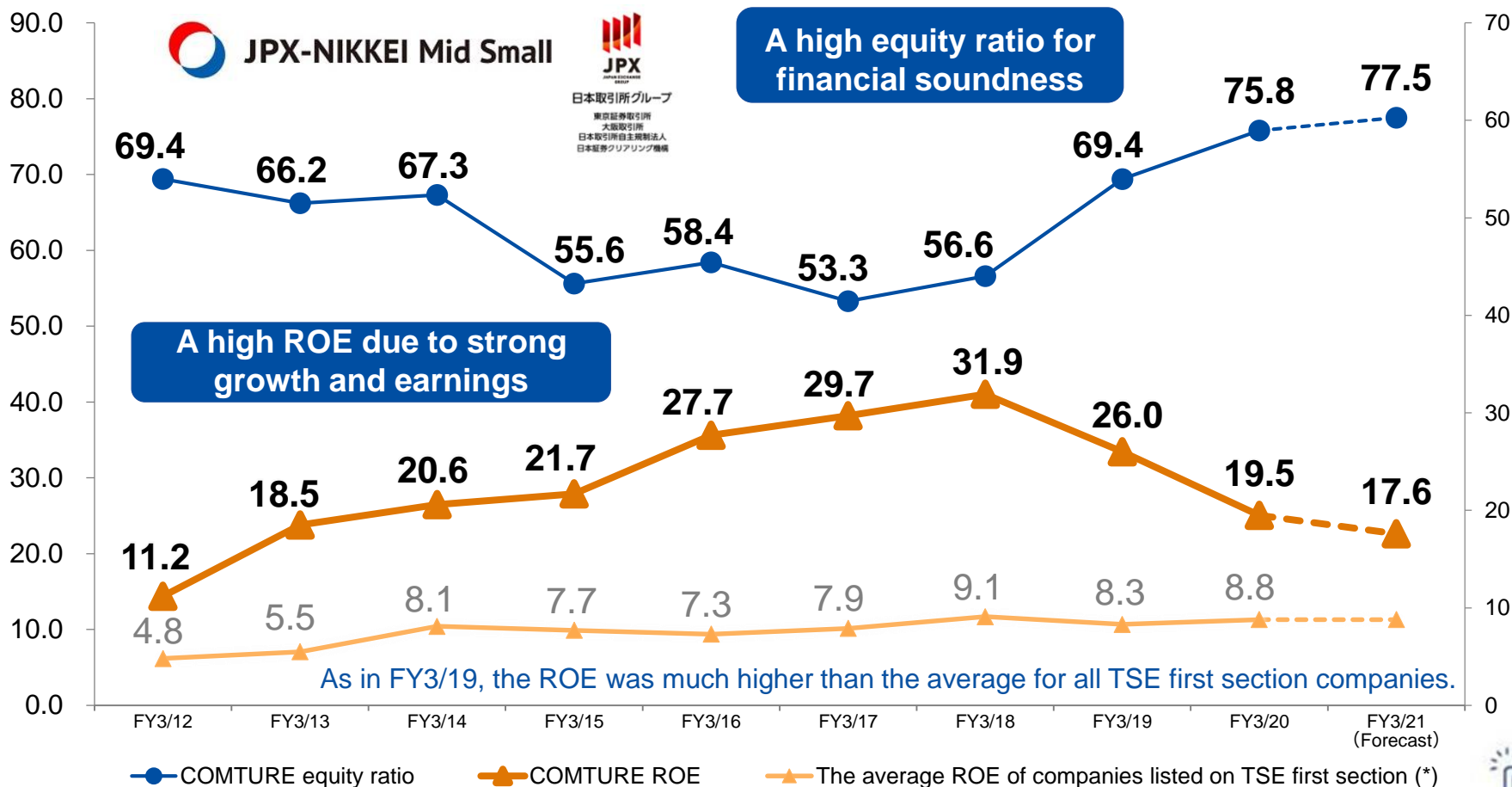


2-3 Financial Soundness and High Profitability

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

(Unit: %)

(Unit: %)



(*Source: Mizuho Securities)

3

Topics

3-1 Capital and Business Alliance with SENSYN ROBOTICS for IoT

With this capital and business alliance with SENSYN ROBOTICS, Inc., we aim to create a new business using drones



COMTURE is a digital solution partner for the digital transformation era that assists customers by solving management issues and driving innovation



Using industrial drones, etc., SENSYN ROBOTICS provides services in various areas centered on facility inspections, disaster countermeasures, and security and monitoring

Benefits of synergies

Use the strengths of both companies to develop new solutions and launch new businesses

3-2 The New Ariake Office



New office located in Ariake Central Tower

COMTURE Network Corporation and the education business have moved to a newly leased office in Tokyo's Ariake district due to the growth of business operations



**Digital Learning Square
– The new base for the education business**



Provide group lessons as well as online lessons, e-learning and other various formats in order to reflect the latest technologies and job requirements

3-3 External Recognition

Defined KPI/External evaluation of goal achievements

Tokyo Stock
Exchange
JPX-Nikkei Mid and
Small Cap Index
(4 consecutive years)

200 issues

Approx.
2,900 issues

Forbes Asia
**Best Under
A Billion**

(2 consecutive years)

200 companies*

Approx.
24,000 companies

* 25 Japanese companies

Financial Times
**Asia-Pacific
High-Growth
Companies**

500 companies*

Approx.
50 million companies

* 92 Japanese companies

Evaluation criteria:

- Substantial added value **Over 5% annual increase** in sales per employee
- Highly profitable **High ROE, high operating margin**
- High dividend payout ratio **Dividend payout ratio of more than 45%**

4

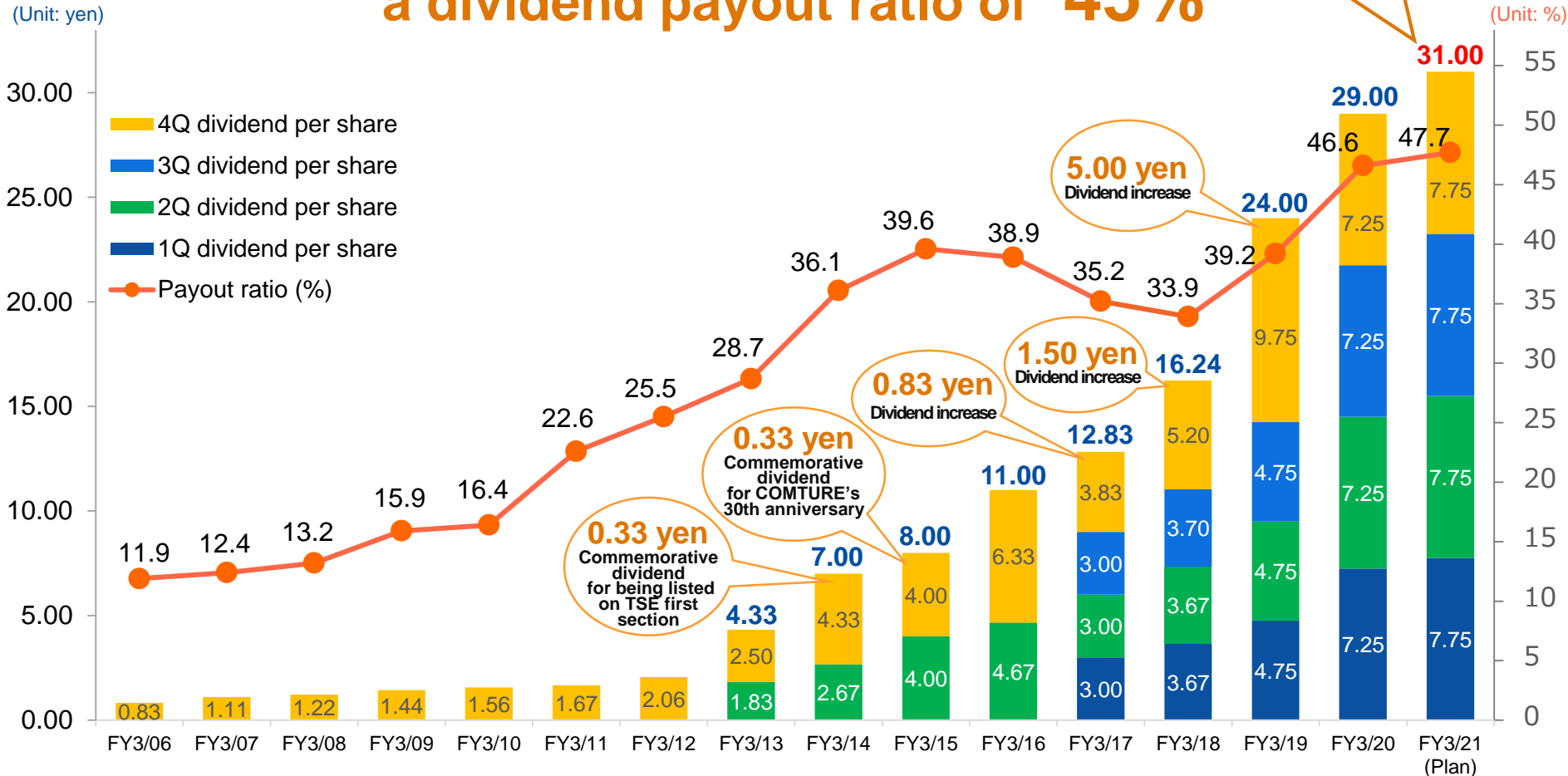
Shareholder Returns

4-1 Dividend Growth

Plan to raise the dividend for the 16th consecutive year

Our goal is
a dividend payout ratio of **45%**

2.00 yen
Dividend
increase YoY



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.

4-2 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 record date	Dividend payment date (planned)
1Q	Jun. 30, 2020	Aug. 31, 2020
2Q	Sep. 30, 2020	Nov. 30, 2020
3Q	Dec. 31, 2020	Feb. 26, 2021
4Q	Mar. 31, 2021	Next business day after shareholders' meeting approval

4-3 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 9,300 yen + prepaid QUO cards worth 2,000 yen = 11,300 yen annually
- The payout ratio including QUO cards are expected to be 58.0% for the fiscal year ending March 31, 2021 (for shareholders holding 300 shares)



Precautions

- This presentation was prepared to provide information about COMTURE and is not a solicitation to invest in COMTURE.
- COMTURE exercised care regarding the accuracy of information in this presentation but does not guarantee that this information is complete.
- 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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