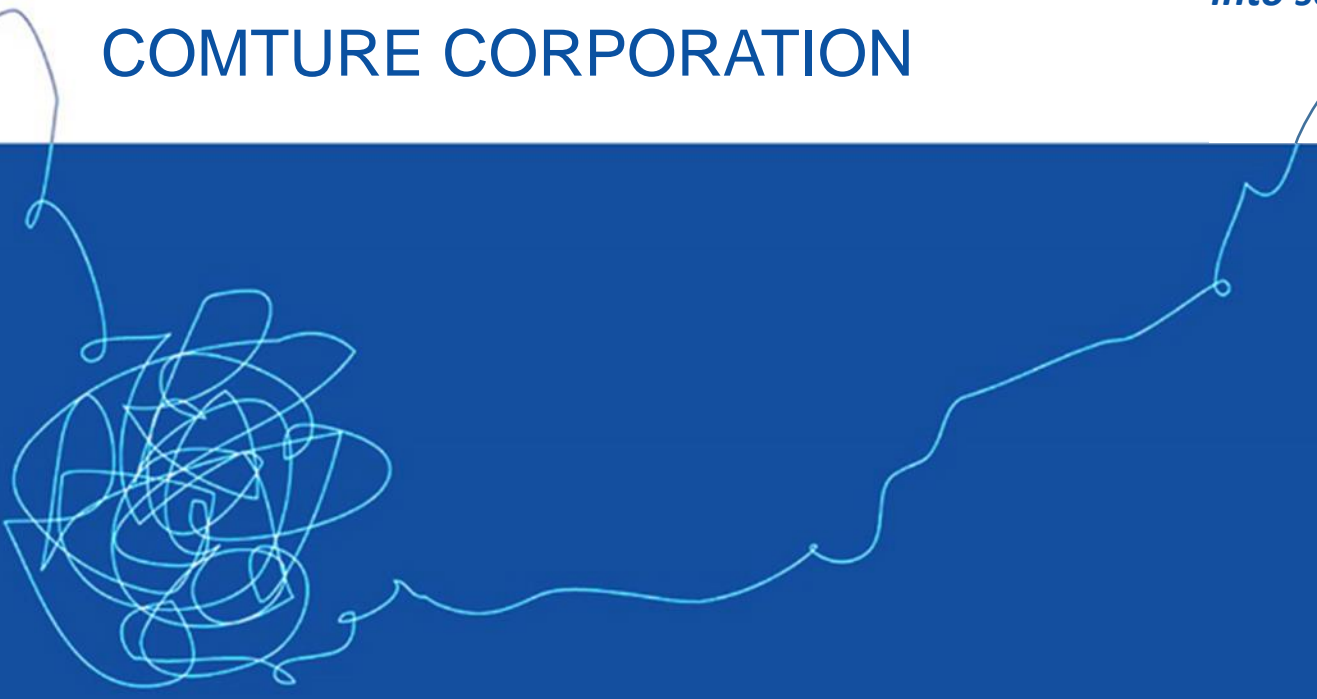


First Quarter of the Fiscal Year Ending March 31, 2023 Financial Results Materials

*Transforming needs
into solutions*

COMTURE CORPORATION



July 29, 2022

Chihiro Sawada
President

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1Q of the FY Ending March 31, 2023

Results of Operations



1-1 Financial Highlights (Announced July 29, 2022)

Achieved 12 consecutive years of sales growth and earnings climbing to record highs

	1Q FY3/22 Results		1Q FY3/23 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	5,910 million yen	-	6,855 million yen	-	+16.0%
Operating profit	932 million yen	15.8%	686 million yen	10.0%	▲26.4%
Ordinary profit	929 million yen	15.7%	681 million yen	9.9%	▲26.7%
Profit attributable to owners of parent	558 million yen	9.4%	478 million yen	7.0%	▲14.2%
Net income per share	17.52 yen	-	15.02 yen	-	▲14.2%

1-2 Business Segment Performance

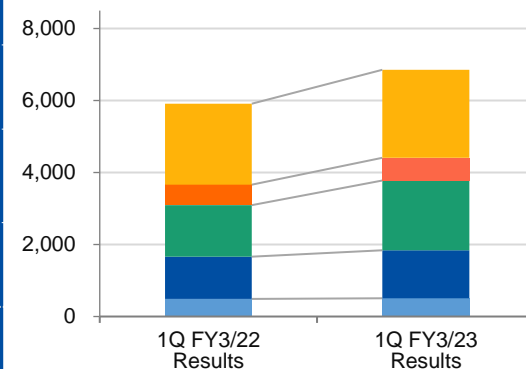
(Unit: million yen)

	1Q FY3/22 Results	1Q FY3/23 Results	YoY change (%)
Net sales	5,910	6,855	+16.0%
Cloud Solutions	2,244	2,447	+9.0%
Digital Solutions	572	630	+10.3%
Business Solutions	1,434	1,935	+34.9%
Platform, Operation Services	1,170	1,337	+14.3%
Digital Learning	489	504	+3.1%
Gross profit	1,451	1,376	▲5.2%
Cloud Solutions	569	546	▲4.1%
Digital Solutions	143	135	▲6.1%
Business Solutions	311	295	▲5.0%
Platform, Operation Services	284	241	▲14.9%
Digital Learning	142	157	+10.7%

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

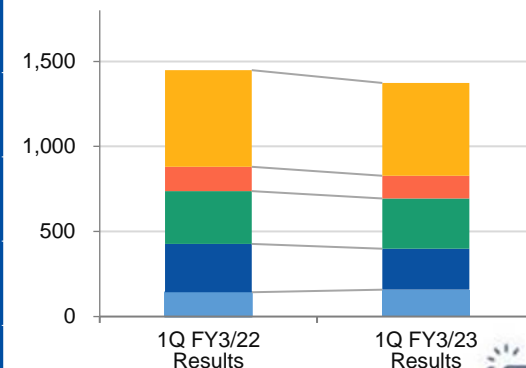
Net sales

(Unit: million yen)



Gross profit

(Unit: million yen)



1-3 Contributing Factors

Net sales

Up 16.0% YoY

- + Growth of the cloud solutions business due to higher demand for cloud computing using collaborations with Microsoft and Salesforce.com and other services involving the consulting to the digitalization of business processes
- + Growth of the digital solutions business due to higher demand for data analysis services
- + Growth of the business solutions business due to the acquisition of Software Creation
- + Growth of the platform, operation services business due to higher demand for cloud construction of the Amazon Web Services (AWS) and outsourcing services
- + Growth of the digital learning business due to higher demand at companies for new employee and other structured training programs

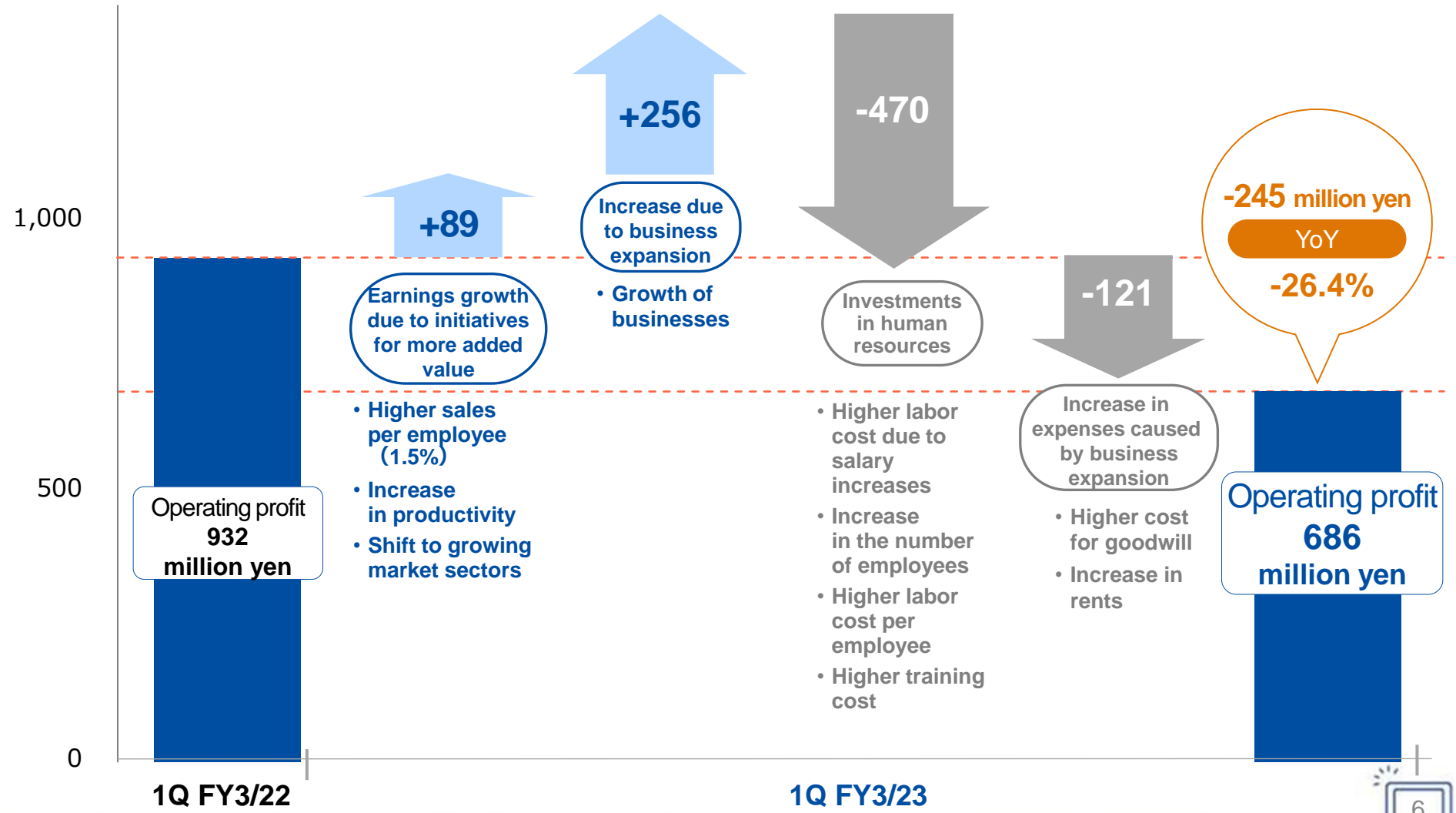
Operating profit

Down 26.4% YoY

- + Sales per employee: up 1.5%
- Big increase in personnel expenses with the goal of raising employees' job satisfaction: up 10.8%
- Increase in the number of non-productive employees caused by the higher number of new employees
- Increase in recruiting expenses because many people have been hired in anticipation of the growth of business operations
- Immediate amortization of goodwill associated with the acquisition of Software Creation

1-4 Components of Changes in Operating Profit

(Unit: million yen)



2

FY3/23

Earnings Forecast

No change in the earnings forecast announced on May 9, 2022



2-1 FY3/23 Earnings Forecast

Aiming for 13 consecutive years of sales growth and 12 consecutive years of earnings growth, reaching new record highs

	FY3/22 Results		FY3/23 Forecast		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	24,985 million yen	-	28,800 million yen	-	+15.3%
Operating profit	3,996 million yen	16.0%	4,660 million yen	16.2%	+16.6%
Ordinary profit	4,000 million yen	16.0%	4,660 million yen	16.2%	+16.5%
Profit attributable to owners of parent	2,517 million yen	10.1%	3,080 million yen	10.7%	+22.4%
Net income per share	78.97 yen	-	96.62 yen	-	+22.4%

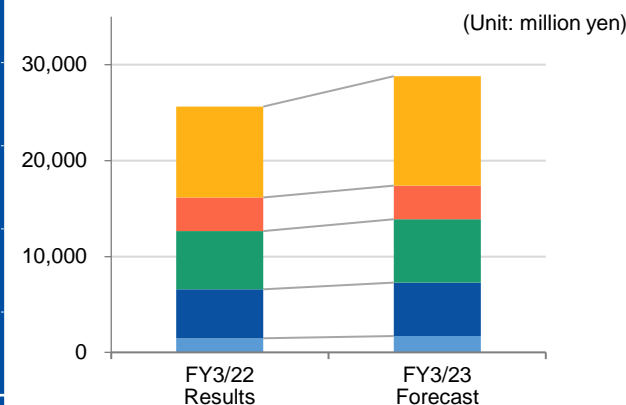
2-2 Business Segment Forecast

(Unit: million yen)

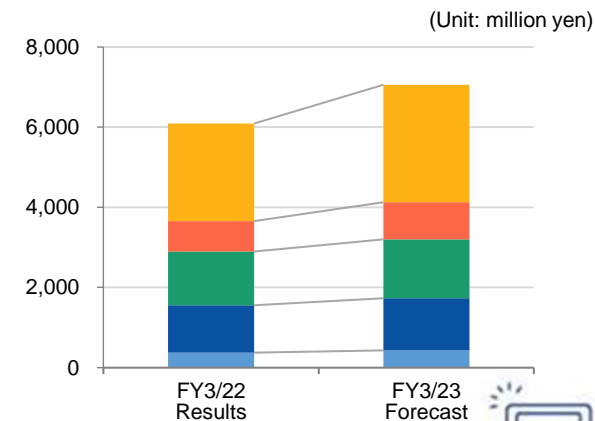
	FY3/22 Results	FY3/23 Forecast	YoY change (%)
Net sales	24,985	28,800	+15.3%
Cloud Solutions	9,485	11,400	+20.2%
Digital Solutions	2,848	3,500	+22.9%
Business Solutions	6,060	6,600	+8.9%
Platform, Operation Services	5,104	5,600	+9.7%
Digital Learning	1,486	1,700	+14.4%
Gross profit	6,091	7,060	+15.9%
Cloud Solutions	2,436	2,930	+20.3%
Digital Solutions	755	930	+23.1%
Business Solutions	1,344	1,470	+9.3%
Platform, Operation Services	1,183	1,300	+9.9%
Digital Learning	371	430	+15.8%

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

Net sales



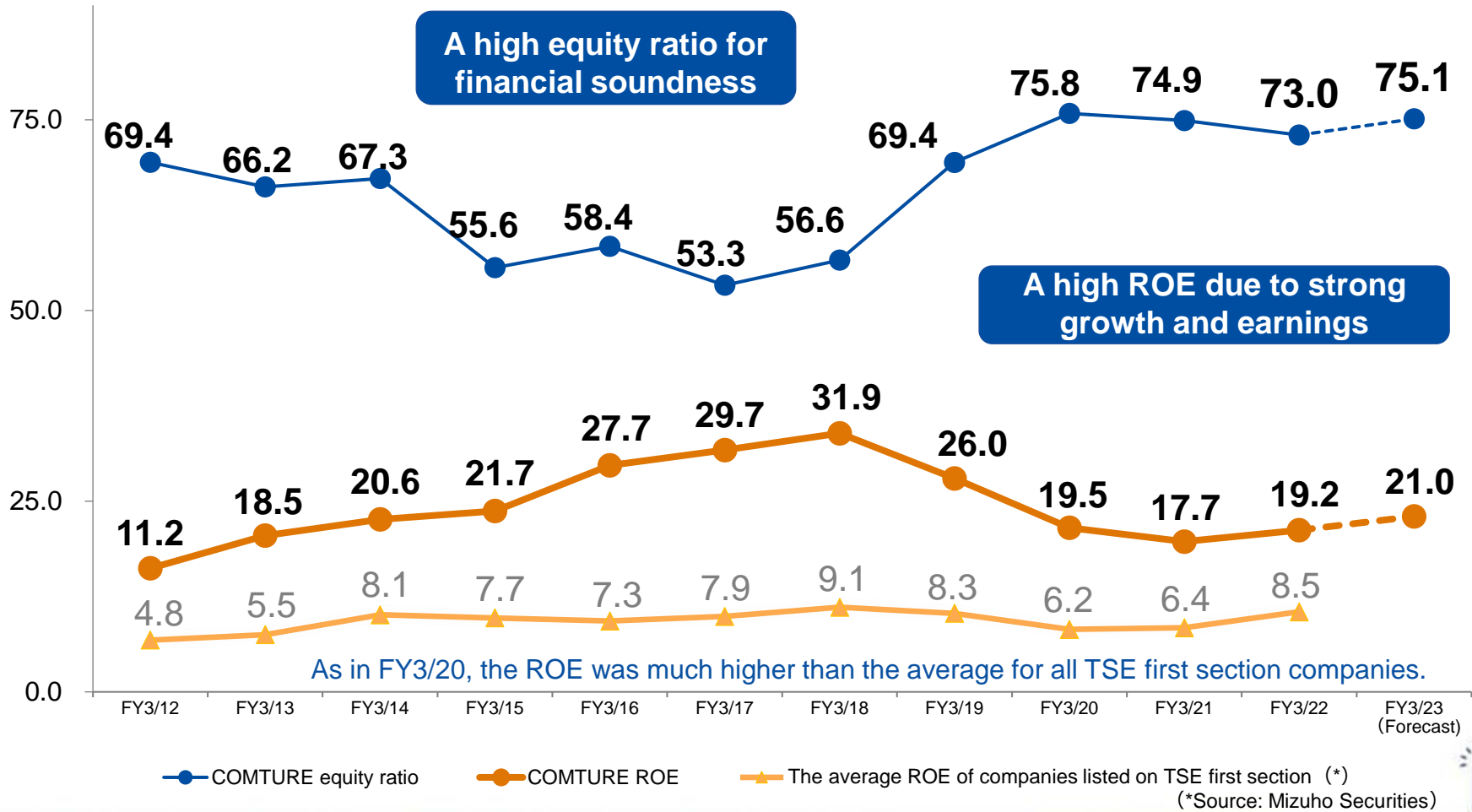
Gross profit



2-3 Financial Soundness and High Profitability

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

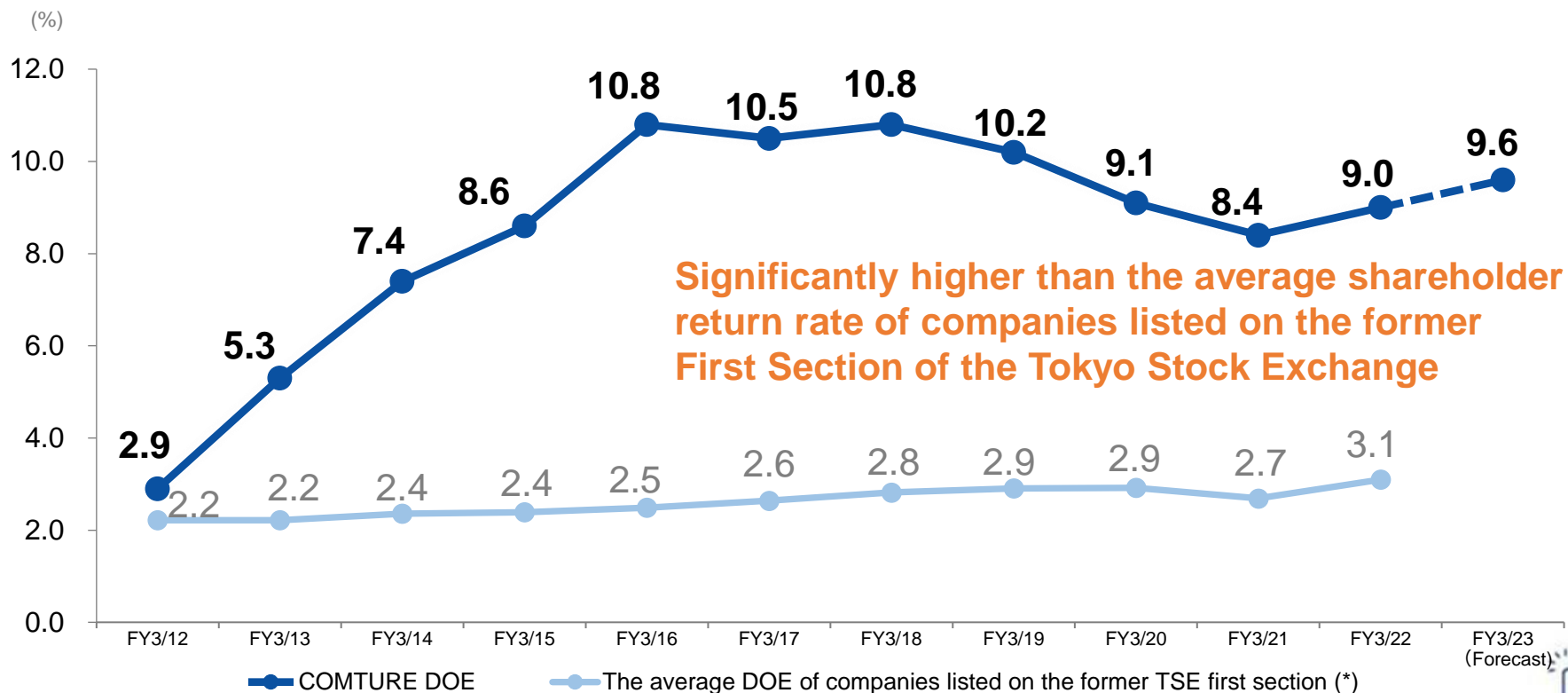
(Unit: %)



2-4 Balancing Capital Efficiency and Shareholder Returns

$$\text{DOE (dividend on equity ratio)} = \text{Payout ratio} \times \text{ROE}$$

The dividend on equity ratio is a financial indicator that measures the percentage of net income that is distributed to shareholders equity



Significantly higher than the average shareholder return rate of companies listed on the former First Section of the Tokyo Stock Exchange

(*Source: Tokyo Stock Exchange)

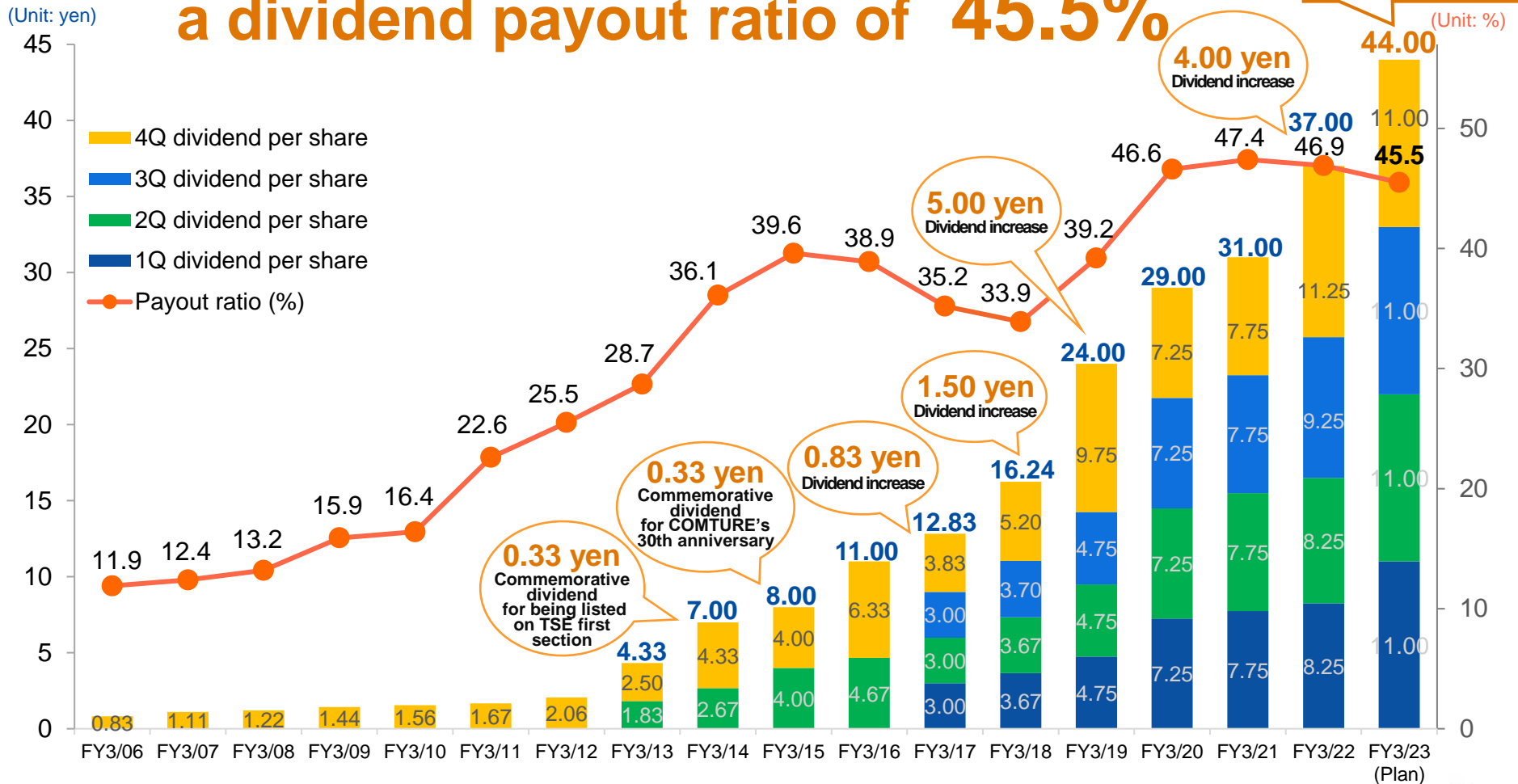
3

Shareholder Returns

3-1 Dividend Growth

Plan to raise the dividend for the 18th consecutive year

a dividend payout ratio of **45.5%**



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	11.00 yen	Jun. 30, 2022	Aug. 31, 2022
2Q	11.00 yen	Sep. 30, 2022	Nov. 30, 2022
3Q	11.00 yen	Dec. 31, 2022	Feb. 28, 2023
4Q	11.00 yen	Mar. 31, 2023	Next business day after shareholders' meeting approval
Total	44.00 yen		

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 13,200 yen + prepaid QUO cards worth 2,000 yen = 15,200 yen annually
- The payout ratio including QUO cards are expected to be 52.4% for the fiscal year ending March 31, 2023 (for shareholders holding 300 shares)



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- 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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