

**COMTURE CORPORATION**  
**Financial Results Briefing Session for**  
**2Q of the Fiscal Year Ending March 31, 2026 (Held on November 12, 2025)**  
**Key Questions and Answers**

Some sections of these questions and answers have been revised to make this information easier to understand.

**Q:** What is your sales growth for individual vendors?

**A:** First half sales for major vendors compared with the first half of the previous fiscal year are as follows.

Cloud Solutions

· Microsoft:	+12%
· Salesforce:	+10%
· ServiceNow:	+17%
· Cybozu:	-11%

Digital Solutions

· Data science:	+21%
· AWS (Amazon Web Services):	+54%

Business Solutions

· SAP:	-7%
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In the Cloud Solutions Business, there was double-digit growth of Microsoft, Salesforce and ServiceNow sales as the steady growth of these activities continued.

In the Digital Solutions Business, sales involving the AI platform building business that use AWS increased significantly. There was also strong sales growth in the construction of data infrastructures and data science, including data analysis, categories.

In the Business Solutions Business, sales involving SAP decreased slightly. The cause is probably our decision to place priority on activities for starting the implementation of the SAP HANA Cloud.

**Q:** How does your first half performance compare with your fiscal year forecast? Are you confident that you can achieve the forecast?

**A:** First half sales in relation to the fiscal year forecast were 1.4 percentage point below the average percentage for the first half of the past three fiscal years. Operating profit was in line with the forecast.

The performance of some business categories is somewhat slow. However, there are good prospects for more growth in other categories, including the digital domain, which is a priority. Consequently, we remain committed to doing everything possible to reach the sales and earnings forecasts.

In this fiscal year, the second half will probably be even more than half of our sales and earnings than usual, partly because of the inclusion of Human Interactive Technology in the consolidated financial statements starting in the second quarter of this fiscal year.

**Q:** You reported that you are making progress as planned with training beginner project managers. How about progress with training for advanced project managers?

**A:** To accomplish our goals for sales and earnings, we must maintain a sufficient volume of projects and make our resources and framework even more powerful. Our target is to secure a project volume that is three times our sales volume. To make our resources and infrastructure stronger, we are focusing on project manager training activities. Our goal is 600 project managers in the fiscal year ending in March 2028. Activities to accomplish this goal started in the previous fiscal year.

One step is the establishment of a stronger framework for the Quality Control Department, which plays a central role in project manager training programs for the entire company. We reorganized our systems for training, remuneration and certifications. The result is a big increase in the number of beginner project managers in this fiscal year, which greatly expands the talent development base.

Our highest priority now is giving our people the assistance needed to become a PMP (Project Management Professional), which is a globally recognized certification. Earning this certification requires expenses, classes and work experience. As a company, we make these investments. Obtaining a certification is not something that can be done in a short period of time. It will take about six months to a year. We plan to use these measures to strengthen our project manager team and increase the number of project managers to 600 by the fiscal year ending in March 2028.