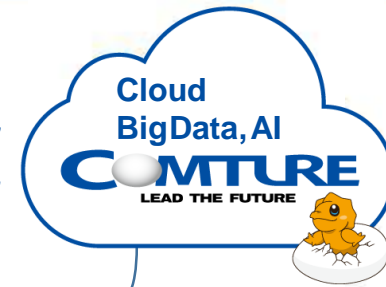


# Supplementary Materials for 1Q FY3/20 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs  
into solutions*



July, 2019

**Koichi Mukai**  
Chairman & CEO

# Financial Highlights

(Thousands of yen)	FY3/2018(total)				FY3/2019(total)				FY3/2020(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
Net sales	3,820,021	7,843,446	12,116,674	16,383,090	4,184,086	8,484,411	13,025,048	18,070,110	4,812,189	+15.0%
Gross profit	763,183	1,720,632	2,739,754	3,746,909	927,833	2,023,150	3,105,847	4,219,866	1,097,643	+18.3%
Operating income	280,273	783,044	1,383,708	1,968,149	505,866	1,214,236	1,894,764	2,570,789	617,890	+22.1%
Ordinary income	282,828	799,280	1,406,138	2,010,683	509,572	1,220,283	1,903,125	2,575,736	626,108	+22.9%
Profit	173,617	625,963	1,039,992	1,395,254	332,501	812,600	1,262,592	1,807,830	465,275	+39.9%
Gross margin	20.0%	21.9%	22.6%	22.9%	22.2%	23.8%	23.8%	23.4%	22.8%	
Operating margin	7.3%	10.0%	11.4%	12.0%	12.1%	14.3%	14.5%	14.2%	12.8%	
Ordinary income margin	7.4%	10.2%	11.6%	12.3%	12.2%	14.4%	14.6%	14.3%	13.0%	
Net income margin	4.5%	8.0%	8.6%	8.5%	7.9%	9.6%	9.7%	10.0%	9.7%	
Net assets	3,947,279	4,312,181	4,619,016	4,872,412	5,054,761	5,414,567	5,720,459	9,019,793	10,414,917	
Total assets	7,136,999	7,784,411	8,060,830	8,600,726	8,195,191	8,952,600	8,868,948	12,988,185	13,730,390	
Total number of issued shares (Shares)	5,355,900	5,358,300	16,078,500	16,083,000	16,104,600	16,120,800	16,120,800	16,120,800	16,120,800	
Net assets per share (Yen)	-	-	-	333.81	-	-	-	577.11	-	
Net income per share (Yen)	35.62	128.85	71.34	95.69	22.77	55.59	86.34	122.49	29.58	
Ratio of shareholders' equity (%)	55.3	55.4	57.3	56.6	61.7	60.5	64.5	69.4	75.5	
Return on equity (%)	4.4	14.5	22.5	31.9	6.6	15.0	22.1	26.0	4.8	

We conducted a 3-for-1 stock split effective on October 1, 2017.

# 4 segments Results

(Thousands of yen)	FY3/18(total)				FY3/19(total)				FY3/20(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Net sales</b>	3,820	7,843	12,116	16,383	4,184	8,484	13,025	18,070	4,812	+15.0%
Cloud Solution Business	1,169	2,465	3,921	5,264	1,302	2,723	4,184	6,094	1,802	+38.3%
Digital Solution Business	194	432	922	1,439	328	687	1,191	1,682	501	+52.5%
Enterprise Solution Business	1,058	2,121	2,966	3,833	1,084	2,130	3,212	4,244	1,075	△0.9%
Platform, Operation Services Business	1,397	2,823	4,305	5,847	1,467	2,942	4,435	6,050	1,432	△2.4%
<b>Cost of sales</b>	3,057	6,124	9,377	12,636	3,257	6,461	9,920	13,851	3,714	+14.1%
<b>Gross profit</b>	763	1,719	2,739	3,747	927	2,023	3,105	4,219	1,097	+18.3%
Cloud Solution Business	242	584	913	1,250	272	650	979	1,415	439	+61.0%
Digital Solution Business	34	99	237	379	85	191	322	470	139	+62.9%
Enterprise Solution Business	214	454	666	848	240	496	762	994	217	△9.5%
Platform, Operation Services Business	271	583	922	1,269	329	684	1,042	1,341	301	△8.3%
<b>Gross margin</b>	20.0%	21.9%	22.6%	22.9%	22.2%	23.8%	23.8%	23.3%	22.8%	
Cloud Solution Business	20.8%	23.7%	23.3%	23.8%	20.9%	23.9%	23.4%	23.2%	24.4%	
Digital Solution Business	17.9%	22.9%	25.7%	26.4%	26.0%	27.9%	27.0%	27.9%	27.8%	
Enterprise Solution Business	20.3%	21.4%	22.5%	22.1%	22.2%	23.3%	23.7%	23.4%	20.2%	
Platform, Operation Services Business	19.4%	20.6%	21.4%	21.7%	22.4%	23.3%	23.5%	22.2%	21.1%	

# Orders and Order Backlog

(Thousands of yen)	FY3/18(total)				FY3/19(total)				FY3/20(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Orders</b>	3,655	7,714	11,456	15,806	4,315	8,414	12,851	18,091	5,038	+16.8%
Cloud Solution Business	1,401	2,851	4,351	5,800	1,463	2,955	4,560	6,724	2,034	+39.0%
Digital Solution Business	171	356	873	1,316	260	567	1,093	1,600	470	+80.5%
Enterprise Solution Business	896	2,052	2,724	3,651	1,160	2,172	3,234	4,319	1,173	+1.1%
Platform, Operation Services Business	1,185	2,453	3,507	5,037	1,429	2,718	3,962	5,446	1,359	△4.9%
<b>Order backlog</b>	3,811	3,623	3,247	4,065	4,232	3,932	3,526	4,540	4,622	+9.2%

※ From January 2019, the order backlog has been changed to the numerical value reflecting only the contribution of sales for the relevant fiscal year.  
(Order backlog at the end of the fiscal year will be the number of sales contribution only for the next term.)

The above figures are appealing from backlog of the fiscal year ended March 2018

# Balance Sheet Assets

(Thousands of yen)	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20
Current assets	5,000,863	6,092,512	6,418,697	6,875,120	6,522,729	7,320,933	7,209,423	11,219,604	11,867,722
Cash and deposits	2,687,238	3,609,727	3,480,952	4,200,879	4,045,357	4,723,791	4,343,839	7,809,231	8,906,156
Notes and accounts receivable-trade	1,909,271	2,059,299	2,520,256	2,391,201	2,100,584	2,243,717	2,515,362	3,057,885	2,515,152
Work in process	71,675	63,627	82,340	50,868	77,030	71,666	104,735	59,720	135,616
Other current assets	332,677	359,858	335,148	232,170	299,756	281,757	245,486	292,766	310,796
Non-current assets	2,136,136	1,691,898	1,642,132	1,725,605	1,672,462	1,631,667	1,659,524	1,768,581	1,862,667
Property, plant and equipment	397,639	374,941	376,392	246,486	239,514	231,771	262,617	282,522	257,705
Intangible assets	859,564	492,068	457,666	420,564	382,109	344,606	307,948	269,391	230,848
Investments and other assets	878,932	824,888	808,073	1,058,554	1,050,839	1,055,289	1,088,959	1,216,666	1,374,113
Total assets	7,136,999	7,784,411	8,060,830	8,600,726	8,195,191	8,952,600	8,868,948	12,988,185	13,730,390

# Balance Sheet Liabilities & Equity

(Thousands of yen)	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20
Current liabilities	2,352,140	2,685,391	2,694,830	3,024,416	2,489,522	2,990,598	2,642,412	3,496,651	2,834,008
Accounts payable-trade	573,166	579,344	794,879	674,951	604,961	591,831	750,176	1,027,165	757,960
Short-term loans payable	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Provision for bonuses	189,858	446,710	172,846	362,453	285,662	553,293	146,849	534,001	318,076
Other current liabilities	1,389,116	1,459,334	1,527,105	1,787,012	1,398,899	1,645,474	1,545,387	1,735,485	1,557,972
Non-current liabilities	837,579	786,838	746,983	703,897	650,908	547,434	506,076	471,740	481,463
Asset retirement obligations	161,381	157,901	158,163	158,424	158,556	158,687	158,818	165,571	167,341
Other non-current liabilities	676,198	628,936	588,820	545,473	492,352	388,747	347,258	306,169	314,122
<b>Total liabilities</b>	<b>3,189,719</b>	<b>3,472,230</b>	<b>3,441,813</b>	<b>3,728,313</b>	<b>3,140,430</b>	<b>3,538,032</b>	<b>3,148,488</b>	<b>3,968,392</b>	<b>3,315,472</b>
Capital stock	1,018,956	1,019,385	1,019,600	1,019,869	1,021,157	1,022,124	1,022,124	1,022,124	1,022,124
Capital surplus	267,856	278,536	278,751	279,019	280,308	294,145	294,145	2,582,274	3,584,777
Retained earnings	3,562,445	3,907,966	4,215,040	4,462,350	4,643,088	4,984,353	5,295,311	5,701,524	5,862,129
Treasury shares	△910,406	△904,145	△904,145	△904,145	△904,145	△900,875	△900,879	△301,001	△113,366
Valuation and translation adjustments	6,784	8,995	8,427	14,104	13,745	14,819	9,757	11,988	13,132
Subscription rights to shares	1,644	1,442	1,340	1,214	607	0	0	2,883	0
Non-controlling interests	0	0	0	0	0	0	0	0	46,119
<b>Total net assets</b>	<b>3,947,279</b>	<b>4,312,181</b>	<b>4,619,016</b>	<b>4,872,412</b>	<b>5,054,761</b>	<b>5,414,567</b>	<b>5,720,459</b>	<b>9,019,793</b>	<b>10,414,917</b>
<b>Total liabilities and net assets</b>	<b>7,136,999</b>	<b>7,784,411</b>	<b>8,060,830</b>	<b>8,600,726</b>	<b>8,195,191</b>	<b>8,952,600</b>	<b>8,868,948</b>	<b>12,988,185</b>	<b>13,730,390</b>

# Statement of Income

(Thousands of yen)

	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20
Net sales	3,820,021	7,843,446	12,116,674	16,383,090	4,184,086	8,484,411	13,025,048	18,070,110	4,812,189
Cost of sales	3,056,838	6,122,814	9,376,919	12,636,180	3,256,252	6,461,261	9,919,200	13,850,244	3,714,546
Gross profit	763,183	1,720,632	2,739,754	3,746,909	927,833	2,023,150	3,105,847	4,219,866	1,097,643
SG&A expenses	482,910	937,588	1,356,046	1,778,760	421,967	808,913	1,211,082	1,649,077	479,753
Operating income	280,273	783,044	1,383,708	1,968,149	505,866	1,214,236	1,894,764	2,570,789	617,890
Non-operating income	3,729	18,535	25,578	46,818	5,075	8,478	12,949	27,865	13,955
Non-operating expenses	1,174	2,298	3,148	4,283	1,369	2,431	4,589	22,918	5,736
Ordinary income	282,828	799,280	1,406,138	2,010,683	509,572	1,220,283	1,903,125	2,575,736	626,108
Profit before income taxes	282,828	956,432	1,563,277	2,046,263	509,572	1,220,434	1,903,276	2,572,732	678,279
Income taxes	109,211	330,469	523,285	651,008	177,071	407,834	640,683	764,901	212,118
Profit attributable to non-controlling interests	0	0	0	0	0	0	0	0	884
Profit attributable to owners of parent	173,617	625,963	1,039,992	1,395,254	332,501	812,600	1,262,592	1,807,830	465,275

# Stock Information

## Stock status

(As of June 30, 2019)

Total number of authorized shares **52,200,000** shares

Total number of issued shares (common stock) **16,120,800** shares

Number of shareholders (common stock) **4,761**

## Shareholder composition



	30-Sep-18			31-Dec-18			31-Mar-19			30-Jun-19		
	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	21	2,817,600	17.5%	23	2,899,500	18.0%	23	3,574,800	22.2%	24	3,371,300	20.9%
Security firms	28	221,465	1.4%	34	413,648	2.6%	31	210,443	1.3%	29	482,727	3.0%
Other entities	32	3,311,500	20.5%	34	3,337,701	20.7%	34	3,343,600	20.7%	31	3,308,106	20.5%
Foreign entities, etc.	121	2,893,618	17.9%	124	2,602,615	16.1%	123	3,065,539	19.0%	126	3,853,980	23.9%
Individuals and others	4,879	5,391,034	33.4%	5,257	5,380,712	33.4%	5,071	5,429,755	33.7%	4,550	4,916,424	30.5%
Treasury shares	1	1,485,583	9.2%	1	1,486,624	9.2%	1	496,663	3.1%	1	188,263	1.2%
Total	5,082	16,120,800	100.0%	5,473	16,120,800	100.0%	5,283	16,120,800	100.0%	4,761	16,120,800	100.0%



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