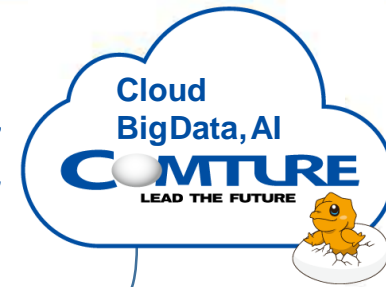


# Supplementary Materials for 1Q FY3/21 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs  
into solutions*



July, 2020

**Koichi Mukai**  
Chairman & CEO

# Financial Highlights

(Thousands of yen)	FY3/2019(total)				FY3/2020(total)				FY3/2021(total)	YonY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
Net sales	4,184,086	8,484,411	13,025,048	18,070,110	4,812,189	10,076,559	15,507,844	20,932,344	4,960,570	+3.1%
Gross profit	927,833	2,023,150	3,105,847	4,219,866	1,097,643	2,317,875	3,488,499	4,708,755	1,024,311	△6.7%
Operating income	505,866	1,214,236	1,894,764	2,570,789	617,890	1,346,092	2,030,177	2,833,548	557,507	△9.8%
Ordinary income	509,572	1,220,283	1,903,125	2,575,736	626,108	1,351,065	2,034,221	2,867,143	560,996	△10.4%
Profit	332,501	812,600	1,262,592	1,807,830	465,275	940,227	1,392,183	1,974,899	369,608	△20.6%
Gross margin	22.2%	23.8%	23.8%	23.4%	22.8%	23.0%	22.5%	22.5%	20.6%	
Operating margin	12.1%	14.3%	14.5%	14.2%	12.8%	13.4%	13.1%	13.5%	11.2%	
Ordinary income margin	12.2%	14.4%	14.6%	14.3%	13.0%	13.4%	13.1%	13.7%	11.3%	
Net income margin	7.9%	9.6%	9.7%	10.0%	9.7%	9.3%	9.0%	9.4%	7.5%	
Net assets	5,054,761	5,414,567	5,720,459	9,019,793	10,414,917	10,671,733	10,897,322	11,195,410	11,363,109	
Total assets	8,195,191	8,952,600	8,868,948	12,988,185	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871	
Total number of issued shares (Shares)	16,104,600	16,120,800	16,120,800	16,120,800	16,120,800	16,120,800	32,241,600	32,241,600	32,241,600	
Net assets per share (Yen)	-	-	-	288.56	-	-	-	351.27	-	
Net income per share (Yen)	11.38	27.79	43.17	61.25	14.79	29.69	43.87	62.17	11.60	
Ratio of shareholders' equity (%)	61.7	60.5	64.5	69.4	75.5	72.5	75.7	75.8	77.4	
Return on equity (%)	6.6	15.0	22.1	26.0	4.8	9.5	14.0	19.5	3.3	

\* 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.

Also, COMTURE conducted a 3-for-1 stock split effective on October 1, 2017 and a 2-for-1 stock split effective on October 1, 2019. Dividend amounts before 2Q FY2019 are retroactively adjusted to reflect the stock split.

Net assets per share and Net income per share has been calculated as if these stock splits had taken place at the beginning of FY3/18.

# 5 segments Results

(Millions of yen)	FY3/19(total)				FY3/20(total)				FY3/21(total)	YonY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Net sales</b>	4,184	8,484	13,025	18,070	4,812	10,076	15,507	20,932	4,960	+3.1%
Cloud Solution Business	1,302	2,723	4,184	6,094	1,802	3,890	6,084	7,599	1,995	+10.7%
Digital Solution Business	328	687	1,191	1,682	501	978	1,556	2,173	498	△0.5%
Enterprise Solution Business	1,084	2,130	3,212	4,244	1,075	2,252	3,540	4,902	1,335	+24.2%
Platform Solution Business	1,467	2,942	4,435	6,050	1,432	2,955	4,326	6,258	1,086	△24.2%
Digital Learning Business	-	-	-	-	-	-	-	-	44	-
<b>Cost of sales</b>	3,257	6,461	9,920	13,851	3,714	7,758	12,019	16,224	3,936	+6.0%
<b>Gross profit</b>	927	2,023	3,105	4,219	1,097	2,317	3,488	4,708	1,024	△6.7%
Cloud Solution Business	272	650	979	1,415	439	951	1,361	1,646	410	△6.6%
Digital Solution Business	85	191	322	470	139	278	439	625	114	△18.1%
Enterprise Solution Business	240	496	762	994	217	459	733	1,069	255	+17.3%
Platform Solution Business	329	684	1,042	1,341	301	628	954	1,368	254	△15.5%
Digital Learning Business	-	-	-	-	-	-	-	-	△10	-
<b>Gross margin</b>	22.2%	23.8%	23.8%	23.3%	22.8%	23.0%	22.5%	22.5%	20.6%	
Cloud Solution Business	20.9%	23.9%	23.4%	23.2%	24.4%	24.5%	22.4%	21.7%	20.6%	
Digital Solution Business	26.0%	27.9%	27.0%	27.9%	27.8%	28.5%	28.2%	28.7%	22.9%	
Enterprise Solution Business	22.2%	23.3%	23.7%	23.4%	20.2%	20.4%	20.7%	21.8%	19.1%	
Platform Solution Business	22.4%	23.3%	23.5%	22.2%	21.1%	21.3%	22.1%	21.9%	23.5%	
Digital Learning Business	-	-	-	-	-	-	-	-	-	

\* 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.

# Orders and Order Backlog

(Millions of yen)	FY3/19(total)				FY3/20(total)				FY3/21(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Orders</b>	4,315	8,414	12,851	18,091	5,038	10,339	15,816	22,031	5,322	+5.7%
Cloud Solution Business	1,463	2,955	4,560	6,724	2,034	4,121	6,370	8,175	2,399	+18.0%
Digital Solution Business	260	567	1,093	1,600	470	1,065	1,694	2,216	556	+18.3%
Enterprise Solution Business	1,160	2,172	3,234	4,319	1,173	2,363	3,894	5,511	1,689	+43.9%
Platform, Operation Services Business	1,429	2,718	3,962	5,446	1,359	2,789	3,857	6,128	596	△56.2%
Digital Learning Business	-	-	-	-	-	-	-	-	81	-
<b>Order backlog</b>	4,232	3,932	3,526	4,540	4,622	4,340	4,042	5,015	4,479	△3.1%

※ 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 FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20	2Q FY3/20	3Q FY3/20	FY3/20	FY3/21
<b>Current assets</b>	6,522,729	7,320,933	7,209,423	11,219,604	11,867,722	12,531,626	12,388,678	12,446,865	11,872,171
Cash and deposits	4,045,357	4,723,791	4,343,839	7,809,231	8,906,156	9,266,201	8,880,234	8,893,827	8,406,359
Notes and accounts receivable-trade	2,100,584	2,243,717	2,515,362	3,057,885	2,515,152	2,885,836	3,063,031	3,139,705	3,108,369
Work in process	77,030	71,666	104,735	59,720	135,616	71,581	149,661	131,159	124,257
Other current assets	299,756	281,757	245,486	292,766	310,796	308,006	295,751	282,173	233,183
<b>Non-current assets</b>	1,672,462	1,631,667	1,659,524	1,768,581	1,862,667	2,126,996	1,944,893	2,324,667	2,815,700
Property, plant and equipment	239,514	231,771	262,617	282,522	257,705	625,954	601,895	577,278	794,662
Intangible assets	382,109	344,606	307,948	269,391	230,848	192,510	153,874	131,941	110,415
Investments and other assets	1,050,839	1,055,289	1,088,959	1,216,666	1,374,113	1,308,532	1,189,124	1,615,447	1,910,622
<b>Total assets</b>	8,195,191	8,952,600	8,868,948	12,988,185	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871

# Balance Sheet Liabilities & Equity

(Thousands of yen)	1Q FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20	2Q FY3/20	3Q FY 3/20	FY3/20	FY3/21
Current liabilities	2,489,522	2,990,598	2,642,412	3,496,651	2,834,008	3,455,799	2,986,446	3,165,369	2,913,970
Accounts payable-trade	604,961	591,831	750,176	1,027,165	757,960	855,055	962,830	882,867	883,227
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	285,662	553,293	146,849	534,001	318,076	569,932	138,313	468,751	316,217
Other current liabilities	1,398,899	1,645,474	1,545,387	1,735,485	1,557,972	1,830,812	1,685,303	1,613,751	1,514,524
Non-current liabilities	650,908	547,434	506,076	471,740	481,463	531,089	449,804	410,751	410,792
Asset retirement obligations	158,556	158,687	158,818	165,571	167,341	233,250	190,741	190,766	220,744
Other non-current liabilities	492,352	388,747	347,258	306,169	314,122	297,839	259,063	219,985	190,047
Total liabilities	3,140,430	3,538,032	3,148,488	3,968,392	3,315,472	3,986,889	3,436,250	3,576,121	3,324,762
Capital stock	1,021,157	1,022,124	1,022,124	1,022,124	1,022,124	1,022,124	1,022,124	1,022,124	1,022,124
Capital surplus	280,308	294,145	294,145	2,582,274	3,584,777	3,599,049	3,599,049	3,602,597	3,602,597
Retained earnings	4,643,088	4,984,353	5,295,311	5,701,524	5,862,129	6,106,059	6,326,936	6,678,575	6,839,459
Treasury shares	△904,145	△900,875	△900,879	△301,001	△113,366	△110,993	△110,993	△110,993	△111,089
Valuation and translation adjustments	13,745	14,819	9,757	11,988	13,132	8,614	12,168	3,106	10,018
Subscription rights to shares	607	0	0	2,883	0	0	0	0	0
Non-controlling interests	0	0	0	0	46,119	46,878	48,036	0	0
Total net assets	5,054,761	5,414,567	5,720,459	9,019,793	10,414,917	10,671,733	10,897,322	11,195,410	11,363,109
Total liabilities and net assets	8,195,191	8,952,600	8,868,948	12,988,185	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871

# Statement of Income

(Thousands of yen)	1Q FY3/19	2Q FY3/19	3Q FY3/19	FY3/19	1Q FY3/20	2Q FY3/20	3Q FY3/20	FY3/20	1Q FY3/21
Net sales	4,184,086	8,484,411	13,025,048	18,070,110	4,812,189	10,076,559	15,507,844	20,932,344	4,960,570
Cost of sales	3,256,252	6,461,261	9,919,200	13,850,244	3,714,546	7,758,683	12,019,344	16,223,588	3,936,259
Gross profit	927,833	2,023,150	3,105,847	4,219,866	1,097,643	2,317,875	3,488,499	4,708,755	1,024,311
SG&A expenses	421,967	808,913	1,211,082	1,649,077	479,753	971,783	1,458,322	1,875,206	466,803
Operating income	505,866	1,214,236	1,894,764	2,570,789	617,890	1,346,092	2,030,177	2,833,548	557,507
Non-operating income	5,075	8,478	12,949	27,865	13,955	15,882	16,607	48,119	5,732
Non-operating expenses	1,369	2,431	4,589	22,918	5,736	10,909	12,563	14,524	2,243
Ordinary income	509,572	1,220,283	1,903,125	2,575,736	626,108	1,351,065	2,034,221	2,867,143	560,996
Profit before income taxes	509,572	1,220,434	1,903,276	2,572,732	678,279	1,396,168	2,079,275	2,883,326	559,477
Income taxes	177,071	407,834	640,683	764,901	212,118	454,297	684,289	902,737	189,869
Profit attributable to non-controlling interests	0	0	0	0	884	1,643	2,802	5,689	0
Profit attributable to owners of parent	332,501	812,600	1,262,592	1,807,830	465,275	940,227	1,392,183	1,974,899	369,608

\* 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.

# Stock Information

## Stock status

(As of June 30, 2020)

Total number of authorized shares **104,400,000 shares**

Total number of issued shares (common stock) **32,241,600 shares**

Number of shareholders (common stock) **7,075**



## Shareholder composition

	30-Sep-19			31-Dec-19			31-Mar-20			30-Jun-20		
	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	24	3,047,200	18.9%	24	6,305,100	19.6%	24	6,048,800	18.8%	27	6,120,300	19.0%
Security firms	19	269,896	1.7%	29	461,779	1.4%	28	265,672	0.8%	32	420,841	1.3%
Other entities	32	3,304,843	20.5%	26	6,661,566	20.7%	30	6,626,335	20.6%	39	6,621,007	20.5%
Foreign entities, etc.	132	4,568,068	28.3%	146	9,630,243	29.9%	157	10,241,208	31.8%	170	10,273,420	31.9%
Individuals and others	5,295	4,746,489	29.4%	5,743	8,813,954	27.3%	6,092	8,689,427	27.0%	6,806	8,434,313	26.2%
Treasury shares	1	184,304	1.1%	1	368,958	1.1%	1	370,158	1.1%	1	371,719	1.2%
<b>Total</b>	<b>5,503</b>	<b>16,120,800</b>	<b>100.0%</b>	<b>5,969</b>	<b>32,241,600</b>	<b>100.0%</b>	<b>6,332</b>	<b>32,241,600</b>	<b>100.0%</b>	<b>7,075</b>	<b>32,241,600</b>	<b>100.0%</b>



# Precautions

- This presentation was prepared to provide information about COMTURE and is not a solicitation to invest in COMTURE.
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- 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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