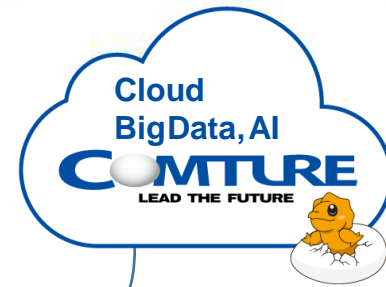


# Supplementary Materials for 1Q FY3/22 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs  
into solutions*



July, 2021

**Koichi Mukai**  
Chairman

# Financial Highlights

(Thousands of yen)	FY3/2020(total)				FY3/2021(total)				FY3/2022(total)	YonY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
Net sales	4,812,189	10,076,559	15,507,844	20,932,344	4,960,570	10,071,091	15,275,410	20,868,118	5,910,815	+19.2%
Gross profit	1,097,643	2,317,875	3,488,499	4,708,755	1,024,311	2,212,942	3,511,894	4,891,451	1,451,505	+41.7%
Operating income	617,890	1,346,092	2,030,177	2,833,548	557,507	1,336,433	2,230,416	3,150,663	932,276	+67.2%
Ordinary income	626,108	1,351,065	2,034,221	2,867,143	560,996	1,375,025	2,269,073	3,192,492	929,515	+65.7%
Profit	465,275	940,227	1,392,183	1,974,899	369,608	920,435	1,519,661	2,083,865	558,251	+51.0%
Gross margin	22.8%	23.0%	22.5%	22.5%	20.6%	22.0%	23.0%	23.4%	24.6%	
Operating margin	12.8%	13.4%	13.1%	13.5%	11.2%	13.3%	14.6%	15.1%	15.8%	
Ordinary income margin	13.0%	13.4%	13.1%	13.7%	11.3%	13.7%	14.9%	15.3%	15.7%	
Net income margin	9.7%	9.3%	9.0%	9.4%	7.5%	9.1%	9.9%	10.0%	9.4%	
Net assets	10,414,917	10,671,733	10,897,322	11,195,410	11,363,109	11,684,689	12,041,407	12,353,786	12,665,167	
Total assets	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871	15,421,282	15,215,254	16,483,565	16,778,836	
Total number of issued shares (Shares)	16,120,800	16,120,800	32,241,600	32,241,600	32,241,600	32,241,600	32,241,600	32,241,600	32,241,600	
Net assets per share (Yen)	-	-	-	351.27	-	-	-	387.60	-	
Net income per share (Yen)	14.79	29.69	43.87	62.17	11.60	28.88	47.68	65.38	17.52	
Ratio of shareholders' equity (%)	75.5	72.5	75.7	75.8	77.4	75.8	79.1	74.9	75.5	
Return on equity (%)	4.8	9.5	14.0	19.5	3.3	8.1	13.1	17.7	4.5	

\* 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.

# 5 segments Results

(Millions of yen)	FY3/20(total)				FY3/21(total)				FY3/22(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Net sales</b>	4,812	10,076	15,507	20,932	4,960	10,071	15,275	20,868	5,910	+19.2%
Cloud Solution Business	1,802	3,890	6,084	7,599	1,995	4,037	5,962	8,063	2,244	+12.5%
Digital Solution Business	501	978	1,556	2,173	498	1,021	1,703	2,424	572	+14.7%
Business Solution Business	1,075	2,252	3,540	4,902	1,335	2,703	4,114	5,661	1,434	+7.4%
Platform Solution Business	1,432	2,955	4,326	6,258	1,086	2,186	3,315	4,486	1,170	+7.7%
Digital Learning Business	0	0	0	0	44	122	179	233	489	+999.2%
<b>Cost of sales</b>	3,714	7,758	12,019	16,224	3,936	7,858	11,764	15,977	4,459	+13.3%
<b>Gross profit</b>	1,097	2,317	3,488	4,708	1,024	2,212	3,511	4,891	1,451	+41.7%
Cloud Solution Business	439	951	1,361	1,646	410	880	1,352	1,863	569	+38.9%
Digital Solution Business	139	278	439	625	114	247	458	660	143	+26.0%
Business Solution Business	217	459	733	1,069	255	553	880	1,272	311	+22.0%
Platform Solution Business	301	628	954	1,368	254	529	817	1,085	284	+11.5%
Digital Learning Business	0	0	0	0	-10	1	3	9	142	+1519.3%
<b>Gross margin</b>	22.8%	23.0%	22.5%	22.5%	20.6%	22.0%	23.0%	23.4%	24.6%	
Cloud Solution Business	24.4%	24.5%	22.4%	21.7%	20.6%	21.8%	22.7%	23.1%	25.4%	
Digital Solution Business	27.8%	28.5%	28.2%	28.7%	22.9%	24.2%	26.9%	27.2%	25.2%	
Business Solution Business	20.2%	20.4%	20.7%	21.8%	19.1%	20.5%	21.4%	22.5%	21.7%	
Platform Solution Business	21.1%	21.3%	22.1%	21.9%	23.5%	24.2%	24.6%	24.2%	24.3%	
Digital Learning Business	0.0%	0.0%	0.0%	0.0%	-22.6%	1.6%	2.0%	3.9%	29.1%	

\* 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)	FY3/20(total)				FY3/21(total)				FY3/22(total)	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q
<b>Orders</b>	5,038	10,339	15,816	22,031	5,322	10,029	15,870	20,867	6,258	+17.6%
Cloud Solution Business	2,034	4,121	6,370	8,175	2,399	4,072	6,315	8,054	2,580	+7.5%
Digital Solution Business	470	1,065	1,694	2,216	556	1,087	1,921	2,575	558	+0.3%
Business Solution Business	1,173	2,363	3,894	5,511	1,689	2,445	4,490	5,329	1,568	△7.2%
Platform, Operation Services Business	1,359	2,789	3,857	6,128	596	2,268	2,937	4,645	1,034	+73.5%
Digital Learning Business	-	-	-	-	81	155	204	261	517	+537.4%
<b>Order backlog</b>	4,622	4,340	4,042	5,015	4,479	4,695	4,310	5,053	5,295	+18.2%

※ 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.)

# Balance Sheet Assets

(Thousands of yen)	1Q FY3/20	2Q FY3/20	3Q FY3/20	FY3/20	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22
Current assets	11,867,722	12,531,626	12,388,678	12,446,865	11,872,171	12,489,901	12,553,238	12,788,656	13,259,029
Cash and deposits	8,906,156	9,266,201	8,880,234	8,893,827	8,406,359	8,824,534	8,223,199	8,251,238	8,849,768
Notes and accounts receivable-trade	2,515,152	2,885,836	3,063,031	3,139,705	3,108,369	3,289,978	3,733,411	4,186,488	3,918,705
Work in process	135,616	71,581	149,661	131,159	124,257	88,869	149,589	88,103	146,048
Other current assets	310,796	308,006	295,751	282,173	233,183	286,519	447,038	262,826	344,508
Non-current assets	1,862,667	2,126,996	1,944,893	2,324,667	2,815,700	2,931,381	2,662,015	3,694,908	3,519,807
Property, plant and equipment	257,705	625,954	601,895	577,278	794,662	761,273	726,367	755,276	723,469
Intangible assets	230,848	192,510	153,874	131,941	110,415	90,057	68,665	947,714	897,227
Investments and other assets	1,374,113	1,308,532	1,189,124	1,615,447	1,910,622	2,080,049	1,866,982	1,991,917	1,899,109
Total assets	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871	15,421,282	15,215,254	16,483,565	16,778,836

# Balance Sheet Liabilities & Equity

(Thousands of yen)	1Q FY3/20	2Q FY3/20	3Q FY3/20	FY3/20	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22
Current liabilities	2,834,008	3,455,799	2,986,446	3,165,369	2,913,970	3,415,837	2,816,536	3,613,155	3,620,475
Accounts payable-trade	757,960	855,055	962,830	882,867	883,227	933,653	1,009,375	1,038,873	1,126,841
Short-term loans payable	200,000	200,000	200,000	200,000	200,000	200,000	200,000	500,000	500,000
Provision for bonuses	318,076	569,932	138,313	468,751	316,217	593,645	161,638	676,426	384,543
Other current liabilities	1,557,972	1,830,812	1,685,303	1,613,751	1,514,524	1,688,539	1,445,523	1,397,856	1,609,091
Non-current liabilities	481,463	531,089	449,804	410,751	410,792	320,755	357,309	516,623	493,192
Asset retirement obligations	167,341	233,250	190,741	190,766	220,744	220,777	220,810	244,264	244,316
Other non-current liabilities	314,122	297,839	259,063	219,985	190,047	99,978	136,499	272,359	248,876
Total liabilities	3,315,472	3,986,889	3,436,250	3,576,121	3,324,762	3,736,593	3,173,846	4,129,778	4,113,668
Capital stock	1,022,124	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	3,584,777	3,599,049	3,599,049	3,602,597	3,602,597	3,617,017	3,617,017	3,617,017	3,617,017
Retained earnings	5,862,129	6,106,059	6,326,936	6,678,575	6,839,459	7,143,294	7,495,484	7,812,666	8,123,904
Treasury shares	△113,366	△110,993	△110,993	△110,993	△111,089	△109,368	△109,368	△109,368	△109,368
Valuation and translation adjustments	13,132	8,614	12,168	3,106	10,018	11,621	16,149	11,346	11,489
Subscription rights to shares	0	0	0	0	0	0	0	0	0
Non-controlling interests	46,119	46,878	48,036	0	0	0	0	0	0
Total net assets	10,414,917	10,671,733	10,897,322	11,195,410	11,363,109	11,684,689	12,041,407	12,353,786	12,665,167
Total liabilities and net assets	13,730,390	14,658,622	14,333,572	14,771,532	14,687,871	15,421,282	15,215,254	16,483,565	16,778,836

# Statement of Income

(Thousands of yen)	1Q FY3/20	2Q FY3/20	3Q FY3/20	FY3/20	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22
Net sales	4,812,189	10,076,559	15,507,844	20,932,344	4,960,570	10,071,091	15,275,410	20,868,118	5,910,815
Cost of sales	3,714,546	7,758,683	12,019,344	16,223,588	3,936,259	7,858,148	11,763,515	15,976,666	4,459,310
Gross profit	1,097,643	2,317,875	3,488,499	4,708,755	1,024,311	2,212,942	3,511,894	4,891,451	1,451,505
SG&A expenses	479,753	971,783	1,458,322	1,875,206	466,803	876,509	1,281,478	1,740,787	519,228
Operating income	617,890	1,346,092	2,030,177	2,833,548	557,507	1,336,433	2,230,416	3,150,663	932,276
Non-operating income	13,955	15,882	16,607	48,119	5,732	51,552	56,394	57,904	6,243
Non-operating expenses	5,736	10,909	12,563	14,524	2,243	12,960	17,737	16,075	9,005
Ordinary income	626,108	1,351,065	2,034,221	2,867,143	560,996	1,375,025	2,269,073	3,192,492	929,515
Profit before income taxes	678,279	1,396,168	2,079,275	2,883,326	559,477	1,373,506	2,265,924	3,108,266	850,486
Income taxes	212,118	454,297	684,289	902,737	189,869	453,071	746,262	1,024,400	292,235
Profit attributable to non-controlling interests	884	1,643	2,802	5,689	0	0	0	0	0
Profit attributable to owners of parent	465,275	940,227	1,392,183	1,974,899	369,608	920,435	1,519,661	2,083,865	558,251

\* 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) **7,578**



## Shareholder composition

	30-Sep-20			31-Dec-20			31-Mar-21			30-Jun-21		
	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	6,112,600	19.0%	25	5,973,000	18.5%	22	5,301,200	16.4%	21	5,460,900	16.9%
Security firms	31	257,851	0.8%	30	354,532	1.1%	30	233,173	0.7%	33	376,819	1.2%
Other entities	56	6,662,752	20.7%	42	6,615,752	20.5%	42	6,618,301	20.5%	44	6,657,783	20.6%
Foreign entities, etc.	170	9,931,275	30.8%	168	10,741,396	33.3%	164	11,496,719	35.7%	166	11,005,445	34.1%
Individuals and others	7,730	8,911,132	27.6%	6,535	8,189,210	25.4%	6,806	8,223,187	25.5%	7,313	8,369,493	26.0%
Treasury shares	1	365,990	1.1%	1	367,710	1.1%	1	369,020	1.1%	1	371,160	1.2%
Total	8,012	32,241,600	100.0%	6,801	32,241,600	100.0%	7,065	32,241,600	100.0%	7,578	32,241,600	100.0%



# 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.

## Inquiries

Investors Relations, Corporate Planning Department

COMTURE CORPORATION

Tel: +81-(0)3-5745-9702

E-mail: [ir-info@comture.com](mailto:ir-info@comture.com)

