

Supplementary Materials for
2Q FY3/19 Financial Results
for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



October, 2018

Koichi Mukai
Chairman & CEO

Financial Highlights

(Thousands of yen)	FY3/2017(total)				FY3/2018(total)				FY3/2019(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Net sales	2,987,659	6,104,342	9,901,995	13,897,279	3,820,021	7,843,446	12,116,674	16,383,090	4,184,086	8,484,411	8.2%
Gross profit	657,019	1,357,660	2,133,617	3,192,131	763,183	1,720,632	2,739,754	3,746,909	927,833	2,023,150	17.6%
Operating income	269,291	605,231	914,839	1,522,663	280,273	783,044	1,383,708	1,968,149	505,866	1,214,236	55.1%
Ordinary income	269,018	602,554	937,425	1,542,714	282,828	799,280	1,406,138	2,010,683	509,572	1,220,283	52.7%
Profit	179,135	406,530	633,510	1,061,650	173,617	625,963	1,039,992	1,395,254	332,501	812,600	29.8%
Gross margin	22.0%	22.2%	21.5%	23.0%	20.0%	21.9%	22.6%	22.9%	22.2%	23.8%	
Operating margin	9.0%	9.9%	9.2%	11.0%	7.3%	10.0%	11.4%	12.0%	12.1%	14.3%	
Ordinary income margin	9.0%	9.9%	9.5%	11.1%	7.4%	10.2%	11.6%	12.3%	12.2%	14.4%	
Net income margin	6.0%	6.7%	6.4%	7.6%	4.5%	8.0%	8.6%	8.5%	7.9%	9.6%	
Net assets	3,249,139	3,392,419	3,538,619	3,883,547	3,947,279	4,312,180	4,619,016	4,872,412	5,054,761	5,414,567	
Total assets	5,593,116	6,503,461	7,016,247	7,285,707	7,136,999	7,784,411	8,060,830	8,600,726	8,195,191	8,952,600	
Total number of issued (Shares)	5,354,100	5,354,100	5,354,100	5,355,300	5,355,900	5,358,300	16,078,500	16,083,000	16,104,600	16,120,800	
Net assets per share (Yen)	606.85	633.61	660.92	725.18	737.00	804.77	287.28	302.95	345.84	369.97	
Net income per share (Yen)	36.76	27.92	43.51	72.91	11.92	42.95	71.34	95.69	22.77	55.59	
Ratio of shareholders' (%)	58.1	52.1	50.4	53.3	55.3	55.4	57.3	56.6	61.7	60.5	
Return on equity (%)	5.5	12.0	17.9	29.7	4.4	14.5	22.5	31.9	6.6	15.0	

4 segments Results

(Thousands of yen)	FY3/17(total)				FY3/18(total)				FY3/19(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Net sales	2,987	6,104	9,901	13,897	3,820	7,843	12,116	16,383	4,184	8,484	+8.2%
Groupware Solutions Business	613	1,249	2,116	3,205	663	1,401	2,405	3,291	686	1,455	+3.9%
ERP Solutions Business	180	382	575	787	253	534	793	1,093	330	671	+25.7%
Web Solutions Business	1,412	3,035	4,311	5,830	1,504	3,341	4,654	6,643	1,749	3,642	+9.0%
Network Services Business	782	1,438	2,898	4,074	1,401	2,567	4,264	5,356	1,419	2,716	+5.8%
Cost of sales	2,330	4,747	7,768	10,705	3,057	6,124	9,377	12,637	3,257	6,461	+5.5%
Gross profit	657	1,357	2,133	3,194	763	1,719	2,739	3,746	927	2,023	+17.7%
Groupware Solutions Business	148	317	498	777	101	269	468	678	116	303	+12.6%
ERP Solutions Business	51	106	148	201	42	99	160	237	76	158	+59.6%
Web Solutions Business	302	649	911	1,362	350	836	1,197	1,713	435	942	+12.7%
Network Services Business	156	285	575	852	270	515	914	1,118	300	620	+20.4%
Gross margin	22.0%	22.2%	21.5%	23.0%	20.0%	21.9%	22.6%	22.9%	22.2%	23.8%	
Groupware Solutions Business	24.1%	25.4%	23.5%	24.2%	15.2%	19.2%	19.5%	20.6%	16.9%	20.8%	
ERP Solutions Business	28.3%	27.7%	25.7%	25.5%	16.7%	18.5%	20.2%	21.7%	23.0%	23.5%	
Web Solutions Business	21.4%	21.4%	21.1%	23.4%	23.3%	25.0%	25.7%	25.8%	24.9%	25.9%	
Network Services Business	19.9%	19.8%	19.9%	20.9%	19.3%	20.1%	21.4%	20.9%	21.1%	22.8%	

Orders and Order Backlog

(Thousands of yen)	FY3/17(total)				FY3/18(total)				FY3/19(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Orders	3,220	5,707	9,773	15,857	3,655	7,714	13,416	15,806	4,315	8,414	+9.1%
Groupware Solutions Business	642	1,109	1,883	3,059	801	1,648	2,370	3,514	767	1,457	△11.6%
ERP Solutions Business	175	363	594	827	274	517	879	1,102	345	664	+28.3%
Web Solutions Business	1,280	3,400	4,746	6,228	1,447	3,474	5,047	6,687	1,839	3,815	+9.8%
Network Services Business	1,123	835	2,550	5,743	1,133	2,075	5,120	4,504	1,363	2,478	+19.4%
Order backlog	3,025	2,861	3,130	5,218	5,052	5,089	4,558	4,641	4,773	4,571	△10.2%
Groupware Solutions Business	663	602	509	596	734	843	707	819	900	821	△2.6%
ERP Solutions Business	151	127	165	186	207	169	232	195	210	188	+11.2%
Web Solutions Business	947	1,130	1,199	1,163	1,106	1,296	1,158	1,207	1,297	1,379	+6.4%
Network Services Business	1,264	1,002	1,257	3,273	3,005	2,781	2,461	2,421	2,365	2,183	△21.5%

Balance Sheet Assets

(Thousands of yen)	1Q FY3/17	2Q FY3/17	3Q FY3/17	FY3/17	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19
Current assets	3,902,540	4,859,414	4,736,514	5,058,144	5,000,863	6,092,512	6,418,697	6,875,120	6,522,729	7,320,933
Cash and deposits	2,044,754	2,792,272	2,450,986	2,513,044	2,687,238	3,609,727	3,480,952	4,200,879	4,045,357	4,723,791
Notes and accounts receivable-trade	1,497,155	1,720,692	1,898,738	2,164,916	1,909,271	2,059,299	2,520,256	2,391,201	2,100,584	2,243,717
Work in process	60,445	56,920	81,757	58,345	71,675	63,627	82,340	50,868	77,030	71,666
Other current assets	300,184	289,528	305,031	321,837	332,677	359,858	335,148	232,170	299,756	281,757
Non-current assets	1,690,575	1,644,047	2,279,733	2,227,562	2,136,136	1,691,898	1,642,132	1,725,605	1,672,462	1,631,667
Property, plant and equipment	407,644	400,457	416,130	405,307	397,639	374,941	376,392	246,486	239,514	231,771
Intangible assets	693,661	648,034	988,652	923,922	859,564	492,068	457,666	420,564	382,109	344,606
Investments and other assets	589,269	595,555	874,949	898,332	878,932	824,888	808,073	1,058,554	1,050,839	1,055,289
Total assets	5,593,116	6,503,461	7,016,247	7,285,707	7,136,999	7,784,411	8,060,829	8,600,726	8,195,191	8,952,600

Balance Sheet Liabilities & Equity

	1Q FY3/17	2Q FY3/17	3Q FY3/17	FY3/17	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19
Current liabilities	1,885,490	2,175,932	2,503,072	2,519,006	2,352,140	2,685,391	2,694,830	3,024,416	2,489,522	2,990,598
Accounts payable-trade	666,519	723,792	707,602	599,099	573,166	579,344	794,879	674,951	604,961	591,831
Short-term loans payable	206,640	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Provision for bonuses	55,308	316,147	163,156	223,149	189,858	446,710	172,846	362,453	285,662	553,293
Other current liabilities	957,021	935,990	1,432,309	1,496,755	1,389,116	1,459,334	1,527,105	1,787,012	1,398,899	1,645,474
Non-current liabilities	458,486	935,109	974,556	883,153	837,579	786,838	746,983	703,897	650,908	547,434
Net defined benefit liability	126,796	129,282	-	-	-	-	-	-	-	-
Asset retirement obligations	114,757	115,026	157,828	161,106	161,381	157,901	158,163	158,424	158,556	158,687
Other non-current liabilities	216,933	690,800	816,727	722,046	676,198	628,936	588,820	545,473	492,352	388,747
Total liabilities	2,343,976	3,111,041	3,477,628	3,402,160	3,189,719	3,472,230	3,441,813	3,728,313	3,140,430	3,538,032
Capital stock	1,018,633	1,018,633	1,018,633	1,018,848	1,018,956	1,019,385	1,019,600	1,019,869	1,021,157	1,022,124
Capital surplus	267,533	267,533	267,533	267,748	267,856	278,536	278,751	279,019	280,308	294,145
Retained earnings	2,876,302	3,016,324	3,155,932	3,500,496	3,562,445	3,907,966	4,215,040	4,462,350	4,643,088	4,984,353
Treasury shares	△910,038	△910,169	△910,406	△910,406	△910,406	△904,145	△904,145	△904,145	△904,145	△900,875
Valuation and translation adjustments	△5,088	△1,699	5,128	5,164	6,784	8,995	8,427	14,104	13,745	14,819
Subscription rights to shares	1,796	1,796	1,796	1,695	1,644	1,442	1,340	1,214	607	0
Total net assets	3,249,139	3,392,419	3,538,619	3,883,547	3,947,279	4,312,180	4,619,016	4,872,412	5,054,761	5,414,567
Total liabilities and net assets	5,593,116	6,503,461	7,016,247	7,285,707	7,136,999	7,784,411	8,060,830	8,600,726	8,195,191	8,952,600

Statement of Income

(Thousands of yen)	1Q FY3/17	2Q FY3/17	3Q FY3/17	FY3/17	1Q FY3/18	2Q FY3/18	3Q FY3/18	FY3/18	1Q FY3/19	2Q FY3/19
Net sales	2,987,659	6,104,342	9,901,995	13,897,279	3,820,021	7,843,446	12,116,674	16,383,090	4,184,086	8,484,411
Cost of sales	2,330,639	4,746,681	7,768,378	10,705,148	3,056,838	6,122,814	9,376,919	12,636,180	3,256,252	6,461,261
Gross profit	657,019	1,357,660	2,133,617	3,192,131	763,183	1,720,632	2,739,754	3,746,909	927,833	2,023,150
SG&A expenses	387,728	752,428	1,218,777	1,669,467	482,910	937,588	1,356,046	1,778,760	421,967	808,913
Operating income	269,291	605,231	914,839	1,522,663	280,273	783,044	1,383,708	1,968,149	505,866	1,214,236
Non-operating income	3,320	4,258	32,313	36,238	3,729	18,535	25,578	46,818	5,075	8,478
Non-operating expenses	3,593	6,935	9,727	16,188	1,174	2,298	3,148	4,283	1,369	2,431
Ordinary income	269,018	602,554	937,425	1,542,714	282,828	799,280	1,406,138	2,010,683	509,572	1,220,283
Profit before income taxes	260,635	594,074	928,945	1,527,433	282,828	956,432	1,563,277	2,046,263	509,572	1,220,434
Income taxes	81,499	187,544	295,435	465,782	109,211	330,469	523,285	651,008	177,071	407,834
Profit attributable to owners of parent	179,135	406,530	633,510	1,061,650	173,617	625,963	1,039,992	1,395,254	332,501	812,600

Stock Information

Stock status

(As of September 30, 2018)

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) **5,082**



Shareholder composition

	31-Dec-17			31-Mar-18			30-Jun-18			30-Sep-18		
	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	22	2,388,600	14.9%	21	2,304,600	14.3%	21	2,176,900	13.5%	21	2,817,600	17.5%
Security firms	29	434,275	2.7%	32	326,980	2.0%	39	417,780	2.6%	28	221,465	1.4%
Other entities	19	3,309,700	20.6%	24	3,315,600	20.6%	31	3,397,400	21.1%	32	3,311,500	20.5%
Foreign entities, etc.	84	2,613,526	16.3%	89	2,757,539	17.1%	119	2,793,576	17.3%	121	2,893,618	17.9%
Individuals and others	4,820	5,842,119	36.3%	5,815	5,887,791	36.6%	5,853	5,828,424	36.2%	4,879	5,391,034	33.4%
Treasury shares	1	1,490,280	9.3%	1	1,490,490	9.3%	1	1,490,520	9.3%	1	1,485,583	9.2%
Total	4,975	16,078,500	100.0%	5,983	16,083,000	100.0%	6,064	16,104,600	100.0%	5,082	16,120,800	100.0%

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