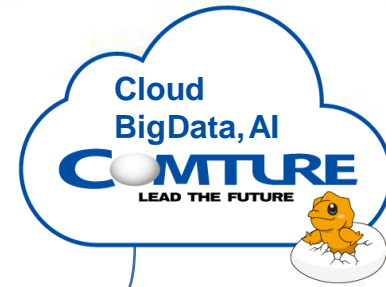


# Supplementary Materials for 2Q FY3/23 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs  
into solutions*



October 2022

Chihiro Sawada  
President

# Financial Highlights

(Thousands of yen)	FY3/2021(total)				FY3/2022(total)				FY3/2023(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Net sales	4,960,570	10,071,091	15,275,410	20,868,118	5,910,815	11,995,482	18,239,349	24,985,152	6,855,877	14,045,026	+17.1%
Gross profit	1,024,311	2,212,942	3,511,894	4,891,451	1,451,505	2,986,374	4,572,522	6,091,575	1,376,618	3,071,965	+2.9%
Operating income	557,507	1,336,433	2,230,416	3,150,663	932,276	1,961,767	3,053,960	3,996,454	686,484	1,733,612	△11.6%
Ordinary income	560,996	1,375,025	2,269,073	3,192,492	929,515	1,965,461	3,052,726	4,000,300	681,249	1,741,694	△11.4%
Profit	369,608	920,435	1,519,661	2,083,865	558,251	1,220,572	1,925,545	2,517,305	478,766	1,186,120	△2.8%
Gross margin	20.6%	22.0%	23.0%	23.4%	24.6%	24.9%	25.1%	24.4%	20.1%	21.9%	
Operating margin	11.2%	13.3%	14.6%	15.1%	15.8%	16.4%	16.7%	16.0%	10.0%	12.3%	
Ordinary income margin	11.3%	13.7%	14.9%	15.3%	15.7%	16.4%	16.7%	16.0%	9.9%	12.4%	
Net income margin	7.5%	9.1%	9.9%	10.0%	9.4%	10.2%	10.6%	10.1%	7.0%	8.4%	
Net assets	11,363,109	11,684,689	12,041,407	12,353,786	12,665,167	13,079,195	13,522,042	13,820,493	13,940,481	14,298,464	
Total assets	14,687,871	15,421,282	15,215,254	16,483,565	16,778,836	17,196,219	17,561,086	18,934,062	18,796,722	19,212,760	
Total number of issued shares (Shares)	32,241,600	32,241,600	32,241,600	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)	-	-	-	387.60	-	-	-	433.56	-	-	
Net income per share (Yen)	11.60	28.88	47.68	65.38	17.52	38.29	60.41	78.97	15.02	37.21	
Ratio of shareholders' equity (%)	77.4	75.8	79.1	74.9	75.5	76.1	77.0	73.0	74.2	74.4	
Return on equity (%)	3.3	8.1	13.1	17.7	4.5	9.6	14.9	19.2	3.4	8.4	

# 5 segments Results

(Millions of yen)	FY3/21(total)				FY3/22(total)				FY3/23(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
<b>Net sales</b>	4,960	10,071	15,275	20,868	5,910	11,995	18,239	24,985	6,855	14,045	+17.1%
Cloud Solution Business	1,995	4,037	5,962	8,063	2,244	4,627	6,838	9,485	2,447	5,121	+10.7%
Digital Solution Business	498	1,021	1,703	2,424	572	1,229	2,095	2,848	630	1,335	+8.6%
Business Solution Business	1,335	2,703	4,114	5,661	1,434	2,903	4,392	6,060	1,935	3,971	+36.8%
Platform Solution Business	1,086	2,186	3,315	4,486	1,170	2,366	3,704	5,104	1,337	2,670	+12.9%
Digital Learning Business	44	122	179	233	489	869	1,208	1,486	504	945	+8.8%
<b>Cost of sales</b>	3,936	7,858	11,764	15,977	4,459	9,009	13,667	18,894	5,479	10,974	+21.8%
<b>Gross profit</b>	1,024	2,212	3,511	4,891	1,451	2,986	4,572	6,091	1,376	3,071	+2.9%
Cloud Solution Business	410	880	1,352	1,863	569	1,164	1,744	2,436	546	1,249	+7.3%
Digital Solution Business	114	247	458	660	143	341	590	755	135	329	△3.6%
Business Solution Business	255	553	880	1,272	311	664	1,001	1,344	295	716	+7.8%
Platform Solution Business	254	529	817	1,085	284	581	910	1,183	241	474	△18.4%
Digital Learning Business	-10	1	3	9	142	234	325	371	157	302	+28.8%
<b>Gross margin</b>	20.6%	22.0%	23.0%	23.4%	24.6%	24.9%	25.1%	24.4%	20.1%	21.9%	
Cloud Solution Business	20.6%	21.8%	22.7%	23.1%	25.4%	25.2%	25.5%	25.7%	22.3%	24.4%	
Digital Solution Business	22.9%	24.2%	26.9%	27.2%	25.2%	27.8%	28.2%	26.5%	21.4%	24.7%	
Business Solution Business	19.1%	20.5%	21.4%	22.5%	21.7%	22.9%	22.8%	22.2%	15.3%	18.0%	
Platform Solution Business	23.5%	24.2%	24.6%	24.2%	24.3%	24.6%	24.6%	23.2%	18.1%	17.8%	
Digital Learning Business	-22.6%	1.6%	2.0%	3.9%	29.1%	27.0%	26.9%	25.0%	31.3%	31.9%	

# Orders and Order Backlog

(Millions of yen)	FY3/21(total)				FY3/22(total)				FY3/23(total)		YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
<b>Orders</b>	5,322	10,029	15,870	20,867	6,258	12,398	18,914	26,098	6,870	14,671	+18.3%
Cloud Solution Business	2,399	4,072	6,315	8,054	2,580	4,612	7,067	9,851	2,674	5,689	+23.3%
Digital Solution Business	556	1,087	1,921	2,575	558	1,258	2,169	2,880	644	1,378	+9.6%
Business Solution Business	1,689	2,445	4,490	5,329	1,568	3,114	4,644	6,364	1,792	3,952	+26.9%
Platform, Operation Services Business	596	2,268	2,937	4,645	1,034	2,361	3,706	5,280	1,264	2,732	+15.7%
Digital Learning Business	81	155	204	261	517	1,052	1,326	1,721	494	917	△12.8%
<b>Order backlog</b>	4,479	4,695	4,310	5,053	5,295	5,272	5,107	5,958	5,923	6,426	+21.9%

\* 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.)

\* These figures do not include the sales contribution of SoftwareCreation Co., Ltd., which became a consolidated subsidiary in April 2022. This subsidiary is to be included beginning with FY3/24.

# Balance Sheet Assets

(Thousands of yen)	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22	2Q FY3/22	3Q FY3/22	FY3/22	1Q FY3/23	2Q FY3/23
<b>Current assets</b>	11,872,171	12,489,901	12,553,238	12,788,656	13,259,029	13,773,840	14,250,149	15,628,309	15,356,976	15,929,113
Cash and deposits	8,406,359	8,824,534	8,223,199	8,251,238	8,849,768	9,663,992	10,175,909	11,265,808	10,679,432	11,209,929
Notes and accounts receivable-trade	3,108,369	3,289,978	3,733,411	4,186,488	3,918,705	3,720,430	3,603,546	3,988,243	4,167,829	4,285,882
Work in process	124,257	88,869	149,589	88,103	146,048	126,530	193,286	107,385	129,322	128,796
Other current assets	233,183	286,519	447,038	262,826	344,508	262,888	277,408	266,873	380,393	304,506
<b>Non-current assets</b>	2,815,700	2,931,381	2,662,015	3,694,908	3,519,807	3,422,378	3,310,936	3,305,752	3,439,745	3,283,647
Property, plant and equipment	794,662	761,273	726,367	755,276	723,469	700,604	669,391	650,545	627,156	652,467
Intangible assets	110,415	90,057	68,665	947,714	897,227	844,596	810,478	819,175	782,718	746,484
Investments and other assets	1,910,622	2,080,049	1,866,982	1,991,917	1,899,109	1,877,177	1,831,065	1,836,031	2,029,870	1,884,696
<b>Total assets</b>	14,687,871	15,421,282	15,215,254	16,483,565	16,778,836	17,196,219	17,561,086	18,934,062	18,796,722	19,212,760

# Balance Sheet Liabilities & Equity

(Thousands of yen)	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22	2Q FY3/22	3Q FY3/22	FY3/22	1Q FY3/23	2Q FY3/23
Current liabilities	2,913,970	3,415,837	2,816,536	3,613,155	3,620,475	3,631,874	3,561,180	4,650,827	4,214,694	4,348,292
Accounts payable-trade	883,227	933,653	1,009,375	1,038,873	1,126,841	994,685	1,118,746	1,230,335	1,290,743	1,237,537
Short-term loans payable	200,000	200,000	200,000	500,000	500,000	200,000	200,000	200,000	340,000	200,000
Provision for bonuses	316,217	593,645	161,638	676,426	384,543	749,748	250,055	929,426	534,768	993,608
Other current liabilities	1,514,524	1,688,539	1,445,523	1,397,856	1,609,091	1,687,441	1,992,379	2,291,066	2,049,183	1,917,147
Non-current liabilities	410,792	320,755	357,309	516,623	493,192	485,149	477,862	462,741	641,545	566,003
Asset retirement obligations	220,744	220,777	220,810	244,264	244,316	244,368	244,420	244,472	254,623	258,024
Other non-current liabilities	190,047	99,978	136,499	272,359	248,876	240,781	233,442	218,269	386,922	307,979
<b>Total liabilities</b>	<b>3,324,762</b>	<b>3,736,593</b>	<b>3,173,846</b>	<b>4,129,778</b>	<b>4,113,668</b>	<b>4,117,024</b>	<b>4,039,043</b>	<b>5,113,568</b>	<b>4,856,240</b>	<b>4,914,296</b>
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	1,022,124
Capital surplus	3,602,597	3,617,017	3,617,017	3,617,017	3,617,017	3,631,281	3,631,281	3,631,281	3,631,281	3,631,281
Retained earnings	6,839,459	7,143,294	7,495,484	7,812,666	8,123,904	8,523,295	8,965,284	9,262,187	9,378,743	9,735,489
Treasury shares	-111,089	-109,368	-109,368	-109,368	-109,368	-107,323	-107,323	-107,323	-107,323	-107,323
Valuation and translation adjustments	10,018	11,621	16,149	11,346	11,489	9,817	10,675	12,223	15,656	16,892
Subscription rights to shares	0	0	0	0	0	0	0	0	0	0
Non-controlling interests	0	0	0	0	0	0	0	0	0	0
<b>Total net assets</b>	<b>11,363,109</b>	<b>11,684,689</b>	<b>12,041,407</b>	<b>12,353,786</b>	<b>12,665,167</b>	<b>13,079,195</b>	<b>13,522,042</b>	<b>13,820,493</b>	<b>13,940,481</b>	<b>14,298,464</b>
<b>Total liabilities and net assets</b>	<b>14,687,871</b>	<b>15,421,282</b>	<b>15,215,254</b>	<b>16,483,565</b>	<b>16,778,836</b>	<b>17,196,219</b>	<b>17,561,086</b>	<b>18,934,062</b>	<b>18,796,722</b>	<b>19,212,760</b>

# Statement of Income

(Thousands of yen)	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22	2Q FY3/22	3Q FY3/22	FY3/22	1Q FY3/23	2Q FY3/23
Net sales	4,960,570	10,071,091	15,275,410	20,868,118	5,910,815	11,995,482	18,239,349	24,985,152	6,855,877	14,045,026
Cost of sales	3,936,259	7,858,148	11,763,515	15,976,666	4,459,310	9,009,107	13,666,827	18,893,576	5,479,258	10,973,061
Gross profit	1,024,311	2,212,942	3,511,894	4,891,451	1,451,505	2,986,374	4,572,522	6,091,575	1,376,618	3,071,965
SG&A expenses	466,803	876,509	1,281,478	1,740,787	519,228	1,024,607	1,518,561	2,095,121	690,133	1,338,353
Operating income	557,507	1,336,433	2,230,416	3,150,663	932,276	1,961,767	3,053,960	3,996,454	686,484	1,733,612
Non-operating income	5,732	51,552	56,394	57,904	6,243	14,576	17,439	33,045	5,325	13,542
Non-operating expenses	2,243	12,960	17,737	16,075	9,005	10,883	18,673	29,198	10,560	5,459
Ordinary income	560,996	1,375,025	2,269,073	3,192,492	929,515	1,965,461	3,052,726	4,000,300	681,249	1,741,694
Profit before income taxes	559,477	1,373,506	2,265,924	3,108,266	850,486	1,853,792	2,910,779	3,786,482	767,390	1,824,842
Income taxes	189,869	453,071	746,262	1,024,400	292,235	633,220	985,233	1,269,176	288,624	638,721
Profit attributable to non-controlling interests	0	0	0	0	0	0	0	0	0	0
Profit attributable to owners of parent	369,608	920,435	1,519,661	2,083,865	558,251	1,220,572	1,925,545	2,517,305	478,766	1,186,120

# Stock Information

## Stock status

(As of September 30, 2022)

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) **8,996**

## Shareholder composition

	31-Dec-21			31-Mar-22			30-Jun-22			30-Sep-22		
	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	19	6,015,100	18.7%	16	6,055,000	18.8%	16	6,193,900	19.2%	23	6,186,600	19.2%
Security firms	25	300,019	0.9%	25	320,011	1.0%	28	407,854	1.3%	27	252,208	0.8%
Other entities	36	6,609,204	20.5%	40	6,613,014	20.5%	35	6,645,709	20.6%	54	6,690,472	20.8%
Foreign entities, etc.	165	11,379,216	35.3%	169	11,255,359	34.9%	169	10,930,925	33.9%	174	10,338,253	32.1%
Individuals and others	6,068	7,572,911	23.5%	6,412	7,633,066	23.7%	6,633	7,695,122	23.9%	8,717	8,405,877	26.1%
Treasury shares	1	365,150	1.1%	1	365,150	1.1%	1	368,090	1.1%	1	368,190	1.1%
Total	6,314	32,241,600	100.0%	6,663	32,241,600	100.0%	6,882	32,241,600	100.0%	8,996	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)

