

Supplementary Materials for
3Q FY3/18 Financial Results
for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



February , 2018

Koichi Mukai
Chairman & CEO

Financial Highlights

| (Thousands of yen) | FY3/2016(total) | | | | FY3/2017(total) | | | | FY3/2018(total) | | | YoY |
|-------------------------------|-----------------|-----------|-----------|------------|-----------------|-----------|-----------|------------|-----------------|-----------|------------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 3Q |
| Net sales | 2,703,516 | 5,463,632 | 8,258,015 | 11,349,540 | 2,987,659 | 6,104,342 | 9,901,995 | 13,897,279 | 3,820,021 | 7,843,446 | 12,116,674 | +22.4% |
| Gross profit | 509,094 | 1,154,543 | 1,773,680 | 2,510,097 | 657,019 | 1,357,660 | 2,133,617 | 3,192,131 | 763,183 | 1,720,632 | 2,739,754 | +28.4% |
| Operating income | 179,539 | 542,031 | 860,581 | 1,293,274 | 269,291 | 605,231 | 914,839 | 1,522,663 | 280,273 | 783,044 | 1,383,708 | +51.3% |
| Ordinary income | 183,667 | 543,890 | 864,415 | 1,295,441 | 269,018 | 602,554 | 937,425 | 1,542,714 | 282,828 | 799,280 | 1,406,138 | +50.0% |
| Profit | 109,211 | 345,254 | 554,913 | 823,595 | 179,135 | 406,530 | 633,510 | 1,061,650 | 173,617 | 625,963 | 1,039,992 | +64.2% |
| Gross margin | 18.8% | 21.1% | 21.5% | 22.1% | 22.0% | 22.2% | 21.5% | 23.0% | 20.0% | 21.9% | 22.6% | |
| Operating margin | 6.6% | 9.9% | 10.4% | 11.4% | 9.0% | 9.9% | 9.2% | 11.0% | 7.3% | 10.0% | 11.4% | |
| Ordinary income margin | 6.8% | 10.0% | 10.5% | 11.4% | 9.0% | 9.9% | 9.5% | 11.1% | 7.4% | 10.2% | 11.6% | |
| Net income margin | 4.0% | 6.3% | 6.7% | 7.3% | 6.0% | 6.7% | 6.4% | 7.6% | 4.5% | 8.0% | 8.6% | |
| Net assets | 2,917,301 | 2,691,679 | 2,992,332 | 3,261,034 | 3,249,139 | 3,392,419 | 3,538,619 | 3,883,547 | 3,947,279 | 4,312,180 | 4,619,016 | |
| Total assets | 4,955,589 | 4,625,195 | 4,910,330 | 5,582,027 | 5,593,116 | 6,503,461 | 7,016,247 | 7,285,707 | 7,136,999 | 7,784,411 | 8,060,830 | |
| Total number of issu (Shares) | 5,346,300 | 5,349,900 | 5,350,500 | 5,353,500 | 5,354,100 | 5,354,100 | 5,354,100 | 5,355,300 | 5,355,900 | 5,358,300 | 16,078,500 | |
| Net assets per share (Yen) | — | — | — | 671.52 | 606.85 | 633.61 | 660.92 | 725.18 | 737.00 | 804.77 | 287.28 | |
| Net income per share (Yen) | 22.42 | 71.23 | 114.46 | 169.84 | 36.76 | 83.75 | 130.52 | 218.72 | 35.62 | 128.85 | 71.34 | |
| Ratio of shareholder: (%) | 58.1 | 69.3 | 60.9 | 58.4 | 58.1 | 52.1 | 50.4 | 53.3 | 55.3 | 55.4 | 57.3 | |
| Return on equity (%) | 3.7 | 12.8 | 18.5 | 27.7 | 5.5 | 12.0 | 17.9 | 29.7 | 4.4 | 14.5 | 22.5 | |

Balance Sheet

| (Thousands of yen) | 1Q FY3/16 | 2Q FY3/16 | 3Q FY3/16 | FY3/16 | 1Q FY3/17 | 2Q FY3/17 | 3Q FY3/17 | FY3/17 | 1Q FY3/18 | 2Q FY3/18 | 3Q FY3/18 |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Current assets | 3,400,115 | 4,090,136 | 3,712,129 | 4,410,868 | 3,902,540 | 4,859,414 | 4,736,514 | 5,058,144 | 5,000,863 | 6,092,512 | 6,418,697 |
| Cash and deposits | 1,659,164 | 2,542,051 | 2,016,442 | 2,297,518 | 2,044,754 | 2,792,272 | 2,450,986 | 2,513,044 | 2,687,238 | 3,609,727 | 3,480,952 |
| Notes and accounts receivable-trade | 1,456,223 | 1,192,603 | 1,436,733 | 1,855,828 | 1,497,155 | 1,720,692 | 1,898,738 | 2,164,916 | 1,909,271 | 2,059,299 | 2,520,256 |
| Work in process | 54,220 | 64,853 | 63,344 | 34,827 | 60,445 | 56,920 | 81,757 | 58,345 | 71,675 | 63,627 | 82,340 |
| Other current assets | 230,507 | 290,628 | 195,609 | 222,694 | 300,184 | 289,528 | 305,031 | 321,837 | 332,677 | 359,858 | 335,148 |
| Non-current assets | 1,225,079 | 817,606 | 1,198,200 | 1,171,158 | 1,690,575 | 1,644,047 | 2,279,733 | 2,227,562 | 2,136,136 | 1,691,898 | 1,642,132 |
| Property, plant and equipment | 290,061 | 273,488 | 277,305 | 267,559 | 407,644 | 400,457 | 416,130 | 405,307 | 397,639 | 374,941 | 376,392 |
| Intangible assets | 341,902 | 49,868 | 320,726 | 302,879 | 693,661 | 648,034 | 988,652 | 923,922 | 859,564 | 492,068 | 457,666 |
| Investments and other assets | 593,115 | 494,249 | 600,168 | 600,719 | 589,269 | 595,555 | 874,949 | 898,332 | 878,932 | 824,888 | 808,073 |
| Total assets | 4,625,195 | 4,907,743 | 4,910,330 | 5,582,027 | 5,593,116 | 6,503,461 | 7,016,247 | 7,285,707 | 7,136,999 | 7,784,411 | 8,060,829 |

| | 1Q FY3/16 | 2Q FY3/16 | 3Q FY3/16 | FY3/16 | 1Q FY3/17 | 2Q FY3/17 | 3Q FY3/17 | FY3/17 | 1Q FY3/18 | 2Q FY3/18 | 3Q FY3/18 |
|---------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Current liabilities | 1,739,671 | 1,635,282 | 1,624,139 | 1,993,037 | 1,885,490 | 2,175,932 | 2,503,072 | 2,519,006 | 2,352,140 | 2,685,391 | 2,694,830 |
| Accounts payable-trade | 592,069 | 612,981 | 612,947 | 750,554 | 666,519 | 723,792 | 707,602 | 599,099 | 573,166 | 579,344 | 794,879 |
| Short-term loans payable | 200,000 | 200,000 | 200,000 | 200,000 | 206,640 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 |
| Provision for bonuses | 298,087 | 138,957 | 53,435 | 238,150 | 55,308 | 316,147 | 163,156 | 223,149 | 189,858 | 446,710 | 172,846 |
| Other current liabilities | 649,515 | 683,344 | 346,743 | 804,331 | 957,021 | 935,990 | 1,432,309 | 1,496,755 | 1,389,114 | 1,459,334 | 1,527,105 |
| Non-current liabilities | 298,616 | 298,233 | 293,857 | 327,955 | 458,486 | 935,109 | 974,556 | 883,153 | 837,579 | 786,838 | 746,983 |
| Net defined benefit liability | 139,968 | 142,710 | 135,854 | 136,462 | 126,796 | 129,282 | - | - | - | - | - |
| Asset retirement obligations | 58,828 | 58,582 | 59,075 | 59,321 | 114,757 | 115,026 | 157,828 | 161,106 | 161,381 | 157,901 | 158,163 |
| Other non-current liabilities | 99,819 | 96,941 | 98,928 | 132,171 | 216,933 | 690,800 | 816,727 | 722,046 | 676,198 | 628,936 | 588,820 |
| Total liabilities | 2,038,287 | 1,933,516 | 1,917,997 | 2,320,992 | 2,343,976 | 3,111,041 | 3,477,628 | 3,402,160 | 3,189,719 | 3,472,230 | 3,441,813 |
| Capital stock | 1,017,882 | 1,017,237 | 1,017,989 | 1,018,526 | 1,018,633 | 1,018,633 | 1,018,633 | 1,018,848 | 1,018,956 | 1,019,385 | 1,019,600 |
| Capital surplus | 266,782 | 266,137 | 266,889 | 267,426 | 267,533 | 267,533 | 267,533 | 267,748 | 267,856 | 278,536 | 278,751 |
| Retained earnings | 2,539,050 | 2,303,007 | 2,612,914 | 2,881,596 | 2,876,302 | 3,016,324 | 3,155,932 | 3,500,496 | 3,562,445 | 3,907,966 | 4,215,040 |
| Treasury shares | △910,038 | △910,038 | △910,038 | △910,038 | △910,038 | △910,169 | △910,406 | △910,406 | △910,406 | △904,145 | △904,145 |
| Valuation and translation adjustments | 1,474 | 12,829 | 2,477 | 1,676 | △5,088 | △1,699 | 5,128 | 5,164 | 6,784 | 8,995 | 8,427 |
| Subscription rights to shares | 2,150 | 2,504 | 2,099 | 1,846 | 1,796 | 1,796 | 1,796 | 1,695 | 1,644 | 1,442 | 1,340 |
| Total net assets | 2,917,301 | 2,691,679 | 2,992,332 | 3,261,034 | 3,249,139 | 3,392,419 | 3,538,619 | 3,883,547 | 3,947,279 | 4,312,180 | 4,619,016 |
| Total liabilities and net assets | 4,955,589 | 4,625,195 | 4,910,330 | 5,582,027 | 5,593,116 | 6,503,461 | 7,016,247 | 7,285,707 | 7,136,999 | 7,784,411 | 8,060,830 |

Statement of Income

| (Thousands of yen) | 1Q FY3/16 | 2Q FY3/16 | 3Q FY3/16 | FY3/16 | 1Q FY3/17 | 2Q FY3/17 | 3Q FY3/17 | FY3/17 | 1Q FY3/18 | 2Q FY3/18 | 3Q FY3/18 |
|---|-----------|-----------|-----------|------------|-----------|-----------|-----------|------------|-----------|-----------|------------|
| Net sales | 2,703,516 | 5,463,632 | 8,258,015 | 11,349,540 | 2,987,659 | 6,104,342 | 9,901,995 | 13,897,279 | 3,820,021 | 7,843,446 | 12,116,674 |
| Cost of sales | 2,194,422 | 4,309,088 | 6,484,335 | 8,839,492 | 2,330,639 | 4,746,681 | 7,768,378 | 10,705,148 | 3,056,838 | 6,122,814 | 9,376,919 |
| Gross profit | 509,094 | 1,154,543 | 1,773,680 | 2,510,097 | 657,019 | 1,357,660 | 2,133,617 | 3,192,131 | 763,183 | 1,720,632 | 2,739,754 |
| SG&A expenses | 329,554 | 612,512 | 913,098 | 1,216,823 | 387,728 | 752,428 | 1,218,777 | 1,669,467 | 482,910 | 937,588 | 1,356,046 |
| Operating income | 179,539 | 542,031 | 860,581 | 1,293,274 | 269,291 | 605,231 | 914,839 | 1,522,663 | 280,273 | 783,044 | 1,383,708 |
| Non-operating income | 8,155 | 11,806 | 14,206 | 14,960 | 3,320 | 4,258 | 32,313 | 36,238 | 3,729 | 18,535 | 25,578 |
| Non-operating expenses | 4,027 | 9,947 | 10,372 | 12,793 | 3,593 | 6,935 | 9,727 | 16,188 | 1,174 | 2,298 | 3,148 |
| Ordinary income | 183,667 | 543,890 | 864,415 | 1,295,441 | 269,018 | 602,554 | 937,425 | 1,542,714 | 282,828 | 799,280 | 1,406,138 |
| Profit before income taxes | 183,667 | 543,940 | 864,466 | 1,285,489 | 260,635 | 594,074 | 928,945 | 1,527,433 | 282,828 | 956,432 | 1,563,277 |
| Income taxes | 74,456 | 198,686 | 309,552 | 461,894 | 81,499 | 187,544 | 295,435 | 465,782 | 109,211 | 330,469 | 523,285 |
| Profit attributable to owners of parent | 109,211 | 345,254 | 554,913 | 823,595 | 179,135 | 406,530 | 633,510 | 1,061,650 | 173,617 | 625,963 | 1,039,992 |

Orders and Order Backlog

| (Thousands of yen) | FY3/16(total) | | | | FY3/17(total) | | | | FY3/18(total) | | | YoY |
|------------------------------|---------------|-------|-------|--------|---------------|-------|-------|--------|---------------|-------|--------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 3Q |
| Orders | 2,367 | 4,875 | 7,473 | 14,457 | 3,220 | 5,707 | 9,773 | 15,857 | 3,655 | 7,714 | 13,416 | +37.3% |
| Groupware Solutions Business | 616 | 1,271 | 2,055 | 3,660 | 642 | 1,109 | 1,883 | 3,059 | 801 | 1,648 | 2,370 | +25.9% |
| ERP Solutions Business | 151 | 342 | 522 | 873 | 175 | 363 | 594 | 827 | 275 | 517 | 879 | +48.0% |
| Web Solutions Business | 1,077 | 2,283 | 3,430 | 5,066 | 1,280 | 3,400 | 4,746 | 6,228 | 1,447 | 3,474 | 5,047 | +6.4% |
| Network Services Business | 523 | 978 | 1,466 | 4,857 | 1,123 | 835 | 2,550 | 5,743 | 1,133 | 2,075 | 5,120 | +100.8% |
| Order backlog | 2,785 | 2,526 | 2,330 | 3,258 | 3,025 | 2,861 | 3,130 | 5,218 | 5,052 | 5,089 | 4,558 | +45.6% |
| Groupware Solutions Business | 634 | 585 | 611 | 742 | 663 | 602 | 509 | 596 | 734 | 843 | 707 | +38.9% |
| ERP Solutions Business | 126 | 125 | 120 | 146 | 151 | 127 | 165 | 186 | 207 | 169 | 232 | +40.5% |
| Web Solutions Business | 718 | 816 | 903 | 765 | 947 | 1,130 | 1,199 | 1,163 | 1,106 | 1,296 | 1,158 | △3.4% |
| Network Services Business | 1,307 | 1,000 | 696 | 1,605 | 1,264 | 1,002 | 1,257 | 3,273 | 3,005 | 2,781 | 2,461 | +95.7% |

4 segments Results

| (Thousands of yen) | Y3/15(total) | | FY3/16(total) | | | | FY3/17(total) | | | | FY3/18(total) | | | YoY |
|------------------------------|--------------|-------|---------------|-------|--------|-------|---------------|-------|--------|-------|---------------|--------|--------|-----|
| | 2Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 3Q | |
| Net sales | 4,606 | 2,704 | 5,464 | 8,258 | 11,349 | 2,987 | 6,104 | 9,901 | 13,897 | 3,820 | 7,843 | 12,116 | +22.4% | |
| Groupware Solutions Business | 1,268 | 721 | 1,359 | 2,116 | 2,919 | 613 | 1,249 | 2,116 | 3,205 | 663 | 1,401 | 2,405 | +13.6% | |
| ERP Solutions Business | 345 | 169 | 361 | 546 | 727 | 180 | 382 | 575 | 787 | 253 | 534 | 793 | +37.9% | |
| Web Solutions Business | 1,497 | 999 | 2,154 | 3,214 | 4,449 | 1,412 | 3,035 | 4,311 | 5,830 | 1,504 | 3,341 | 4,654 | +8.0% | |
| Network Services Business | 1,495 | 814 | 1,589 | 2,382 | 3,254 | 782 | 1,438 | 2,898 | 4,074 | 1,401 | 2,567 | 4,264 | +47.1% | |
| Cost of sales | 3,627 | 2,194 | 4,309 | 6,484 | 8,839 | 2,330 | 4,747 | 7,768 | 10,705 | 3,057 | 6,124 | 9,377 | +20.7% | |
| Gross profit | 979 | 509 | 1,155 | 1,774 | 2,510 | 657 | 1,357 | 2,133 | 3,194 | 763 | 1,719 | 2,739 | +28.4% | |
| Groupware Solutions Business | 310 | 143 | 311 | 496 | 693 | 148 | 317 | 498 | 777 | 101 | 269 | 468 | △6.1% | |
| ERP Solutions Business | 91 | 46 | 97 | 146 | 204 | 51 | 106 | 148 | 201 | 42 | 99 | 160 | +8.5% | |
| Web Solutions Business | 295 | 164 | 455 | 680 | 994 | 302 | 649 | 911 | 1,362 | 350 | 836 | 1,197 | +31.3% | |
| Network Services Business | 283 | 155 | 292 | 452 | 619 | 156 | 285 | 575 | 852 | 270 | 515 | 914 | +58.8% | |
| Gross margin | 21.2% | 18.8% | 21.1% | 21.5% | 22.1% | 22.0% | 22.2% | 21.5% | 23.0% | 20.0% | 21.9% | 22.6% | | |
| Groupware Solutions Business | 24.4% | 19.9% | 22.9% | 23.5% | 23.7% | 24.1% | 25.4% | 23.5% | 24.2% | 15.2% | 19.2% | 19.5% | | |
| ERP Solutions Business | 26.3% | 27.5% | 26.8% | 26.6% | 28.1% | 28.3% | 27.7% | 25.7% | 25.5% | 16.7% | 18.5% | 20.2% | | |
| Web Solutions Business | 19.7% | 16.4% | 21.1% | 21.2% | 22.3% | 21.4% | 21.4% | 21.1% | 23.4% | 23.3% | 25.0% | 25.7% | | |
| Network Services Business | 18.9% | 19.1% | 18.4% | 19.0% | 19.0% | 19.9% | 19.8% | 19.9% | 20.9% | 19.3% | 20.1% | 21.4% | | |

Stock Information

Stock status

(As of December 31, 2017)

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

Total number of issued shares (common stock) **16,078,500** shares

Number of shareholders (common stock) **4,975**

Shareholder composition



| | 31-Mar-17 | | | 30-Jun-17 | | | 30-Sep-17 | | | 31-Dec-17 | | |
|------------------------|---------------------|--------------------|---------------------|---------------------|--------------------|---------------------|---------------------|--------------------|---------------------|---------------------|--------------------|---------------------|
| | 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 | 735,800 | 13.7% | 21 | 815,400 | 15.2% | 21 | 854,800 | 16.0% | 22 | 2,388,600 | 14.9% |
| Security firms | 34 | 244,283 | 4.6% | 26 | 143,735 | 2.7% | 22 | 85,083 | 1.6% | 29 | 434,275 | 2.7% |
| Other entities | 27 | 1,121,100 | 20.9% | 20 | 1,151,200 | 21.5% | 15 | 1,101,000 | 20.5% | 19 | 3,309,700 | 20.6% |
| Foreign entities, etc. | 53 | 686,091 | 12.8% | 56 | 795,900 | 14.9% | 62 | 819,318 | 15.3% | 84 | 2,613,526 | 16.3% |
| Individuals and other | 3,855 | 2,067,846 | 38.6% | 3,463 | 1,949,485 | 36.4% | 4,032 | 2,001,359 | 37.4% | 4,820 | 5,842,119 | 36.3% |
| Treasury shares | 1 | 500,180 | 9.3% | 1 | 500,180 | 9.3% | 1 | 496,740 | 9.3% | 1 | 1,490,280 | 9.3% |
| Total | 3,989 | 5,355,300 | 100.0% | 3,587 | 5,355,900 | 100.0% | 4,153 | 5,358,300 | 100.0% | 4,975 | 16,078,500 | 100.0% |

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