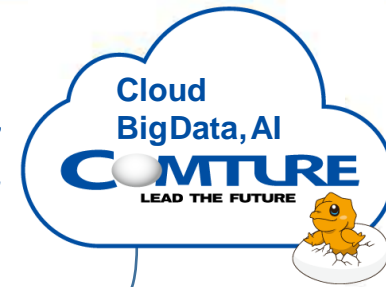


Supplementary Materials for 3Q FY3/21 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



January, 2021

Koichi Mukai
Chairman & CEO

Financial Highlights

| (Thousands of yen) | FY3/2019(total) | | | | FY3/2020(total) | | | | FY3/2021(total) | | | YoY |
|--|-----------------|------------|------------|------------|-----------------|------------|------------|------------|-----------------|------------|------------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 3Q |
| 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 | 10,071,091 | 15,275,410 | △1.5% |
| 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 | 2,212,942 | 3,511,894 | +0.7% |
| 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 | 1,336,433 | 2,230,416 | +9.9% |
| 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 | 1,375,025 | 2,269,073 | +11.5% |
| Profit | 332,501 | 812,600 | 1,262,592 | 1,807,830 | 465,275 | 940,227 | 1,392,183 | 1,974,899 | 369,608 | 920,435 | 1,519,661 | +9.2% |
| Gross margin | 22.2% | 23.8% | 23.8% | 23.4% | 22.8% | 23.0% | 22.5% | 22.5% | 20.6% | 22.0% | 23.0% | |
| Operating margin | 12.1% | 14.3% | 14.5% | 14.2% | 12.8% | 13.4% | 13.1% | 13.5% | 11.2% | 13.3% | 14.6% | |
| Ordinary income margin | 12.2% | 14.4% | 14.6% | 14.3% | 13.0% | 13.4% | 13.1% | 13.7% | 11.3% | 13.7% | 14.9% | |
| Net income margin | 7.9% | 9.6% | 9.7% | 10.0% | 9.7% | 9.3% | 9.0% | 9.4% | 7.5% | 9.1% | 9.9% | |
| 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 | 11,684,689 | 12,041,407 | |
| 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 | 15,421,282 | 15,215,254 | |
| 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 | 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 | 28.88 | 47.68 | |
| Ratio of shareholders' equity (%) | 61.7 | 60.5 | 64.5 | 69.4 | 75.5 | 72.5 | 75.7 | 75.8 | 77.4 | 75.8 | 79.1 | |
| Return on equity (%) | 6.6 | 15.0 | 22.1 | 26.0 | 4.8 | 9.5 | 14.0 | 19.5 | 3.3 | 8.1 | 13.1 | |

* 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.

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) | | | YoY |
|----------------------------|---------------|-------|--------|--------|---------------|--------|--------|--------|---------------|--------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 3Q |
| Net sales | 4,184 | 8,484 | 13,025 | 18,070 | 4,812 | 10,076 | 15,507 | 20,932 | 4,960 | 10,071 | 15,275 | △1.5% |
| Cloud Solution Business | 1,302 | 2,723 | 4,184 | 6,094 | 1,802 | 3,890 | 6,084 | 7,599 | 1,995 | 4,037 | 5,962 | △2.0% |
| Digital Solution Business | 328 | 687 | 1,191 | 1,682 | 501 | 978 | 1,556 | 2,173 | 498 | 1,021 | 1,703 | +9.5% |
| Business Solution Business | 1,084 | 2,130 | 3,212 | 4,244 | 1,075 | 2,252 | 3,540 | 4,902 | 1,335 | 2,703 | 4,114 | +16.2% |
| Platform Solution Business | 1,467 | 2,942 | 4,435 | 6,050 | 1,432 | 2,955 | 4,326 | 6,258 | 1,086 | 2,186 | 3,315 | △23.4% |
| Digital Learning Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 44 | 122 | 179 | - |
| Cost of sales | 3,257 | 6,461 | 9,920 | 13,851 | 3,714 | 7,758 | 12,019 | 16,224 | 3,936 | 7,858 | 11,764 | △2.1% |
| Gross profit | 927 | 2,023 | 3,105 | 4,219 | 1,097 | 2,317 | 3,488 | 4,708 | 1,024 | 2,212 | 3,511 | +0.7% |
| Cloud Solution Business | 272 | 650 | 979 | 1,415 | 439 | 951 | 1,361 | 1,646 | 410 | 880 | 1,352 | △0.7% |
| Digital Solution Business | 85 | 191 | 322 | 470 | 139 | 278 | 439 | 625 | 114 | 247 | 458 | +4.4% |
| Business Solution Business | 240 | 496 | 762 | 994 | 217 | 459 | 733 | 1,069 | 255 | 553 | 880 | +20.1% |
| Platform Solution Business | 329 | 684 | 1,042 | 1,341 | 301 | 628 | 954 | 1,368 | 254 | 529 | 817 | △14.4% |
| Digital Learning Business | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -10 | 1 | 3 | - |
| Gross margin | 22.2% | 23.8% | 23.8% | 23.3% | 22.8% | 23.0% | 22.5% | 22.5% | 20.6% | 22.0% | 23.0% | |
| Cloud Solution Business | 20.9% | 23.9% | 23.4% | 23.2% | 24.4% | 24.5% | 22.4% | 21.7% | 20.6% | 21.8% | 22.7% | |
| Digital Solution Business | 26.0% | 27.9% | 27.0% | 27.9% | 27.8% | 28.5% | 28.2% | 28.7% | 22.9% | 24.2% | 26.9% | |
| Business Solution Business | 22.2% | 23.3% | 23.7% | 23.4% | 20.2% | 20.4% | 20.7% | 21.8% | 19.1% | 20.5% | 21.4% | |
| Platform Solution Business | 22.4% | 23.3% | 23.5% | 22.2% | 21.1% | 21.3% | 22.1% | 21.9% | 23.5% | 24.2% | 24.6% | |
| Digital Learning Business | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | -22.6% | 1.6% | 2.0% | |

* 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 | 2Q | 3Q | 3Q |
| Orders | 4,315 | 8,414 | 12,851 | 18,091 | 5,038 | 10,339 | 15,816 | 22,031 | 5,322 | 10,029 | 15,870 | +0.3% |
| Cloud Solution Business | 1,463 | 2,955 | 4,560 | 6,724 | 2,034 | 4,121 | 6,370 | 8,175 | 2,399 | 4,072 | 6,315 | △0.9% |
| Digital Solution Business | 260 | 567 | 1,093 | 1,600 | 470 | 1,065 | 1,694 | 2,216 | 556 | 1,087 | 1,921 | +13.4% |
| Business Solution Business | 1,160 | 2,172 | 3,234 | 4,319 | 1,173 | 2,363 | 3,894 | 5,511 | 1,689 | 2,445 | 4,490 | +15.3% |
| Platform, Operation Services Business | 1,429 | 2,718 | 3,962 | 5,446 | 1,359 | 2,789 | 3,857 | 6,128 | 596 | 2,268 | 2,937 | △23.8% |
| Digital Learning Business | - | - | - | - | - | - | - | - | 81 | 155 | 204 | - |
| Order backlog | 4,237 | 3,905 | 3,526 | 4,540 | 4,622 | 4,340 | 4,042 | 5,015 | 4,479 | 4,695 | 4,310 | +6.6% |

※ 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 FY3/19 | 2Q FY3/19 | 3Q FY3/19 | FY3/19 | 1Q FY3/20 | 2Q FY3/20 | 3Q FY3/20 | FY3/20 | 1Q FY3/21 | 2Q FY3/21 | 3Q FY3/21 |
|-------------------------------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current assets | 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 | 12,489,901 | 12,553,238 |
| 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 | 8,824,534 | 8,223,199 |
| 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 | 3,289,978 | 3,733,411 |
| Work in process | 77,030 | 71,666 | 104,735 | 59,720 | 135,616 | 71,581 | 149,661 | 131,159 | 124,257 | 88,869 | 149,589 |
| Other current assets | 299,756 | 281,757 | 245,486 | 292,766 | 310,796 | 308,006 | 295,751 | 282,173 | 233,183 | 286,519 | 447,038 |
| Non-current assets | 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 | 2,931,381 | 2,662,015 |
| Property, plant and equipment | 239,514 | 231,771 | 262,617 | 282,522 | 257,705 | 625,954 | 601,895 | 577,278 | 794,662 | 761,273 | 726,367 |
| Intangible assets | 382,109 | 344,606 | 307,948 | 269,391 | 230,848 | 192,510 | 153,874 | 131,941 | 110,415 | 90,057 | 68,665 |
| 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 | 2,080,049 | 1,866,982 |
| 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 | 15,421,282 | 15,215,254 |

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 | 2Q FY3/21 | 3Q 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 | 3,415,837 | 2,816,536 |
| Accounts payable-trade | 604,961 | 591,831 | 750,176 | 1,027,165 | 757,960 | 855,055 | 962,830 | 882,867 | 883,227 | 933,653 | 1,009,375 |
| Short-term loans payable | 200,000 | 200,000 | 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 | 593,645 | 161,638 |
| 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 | 1,688,539 | 1,445,523 |
| Non-current liabilities | 650,908 | 547,434 | 506,076 | 471,740 | 481,463 | 531,089 | 449,804 | 410,751 | 410,792 | 320,755 | 357,309 |
| Asset retirement obligations | 158,556 | 158,687 | 158,818 | 165,571 | 167,341 | 233,250 | 190,741 | 190,766 | 220,744 | 220,777 | 220,810 |
| Other non-current liabilities | 492,352 | 388,747 | 347,258 | 306,169 | 314,122 | 297,839 | 259,063 | 219,985 | 190,047 | 99,978 | 136,499 |
| 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 | 3,736,593 | 3,173,846 |
| 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 | 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 | 3,617,017 | 3,617,017 |
| 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 | 7,143,294 | 7,495,484 |
| Treasury shares | △904,145 | △900,875 | △900,879 | △301,001 | △113,366 | △110,993 | △110,993 | △110,993 | △111,089 | △109,368 | △109,368 |
| Valuation and translation adjustments | 13,745 | 14,819 | 9,757 | 11,988 | 13,132 | 8,614 | 12,168 | 3,106 | 10,018 | 11,621 | 16,149 |
| Subscription rights to shares | 607 | 0 | 0 | 2,883 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Non-controlling interests | 0 | 0 | 0 | 0 | 46,119 | 46,878 | 48,036 | 0 | 0 | 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 | 11,684,689 | 12,041,407 |
| 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 | 15,421,282 | 15,215,254 |

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 | 2Q FY3/21 | 3Q 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 | 10,071,091 | 15,275,410 |
| 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 | 7,858,148 | 11,763,515 |
| 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 | 2,212,942 | 3,511,894 |
| 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 | 876,509 | 1,281,478 |
| 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 | 1,336,433 | 2,230,416 |
| Non-operating income | 5,075 | 8,478 | 12,949 | 27,865 | 13,955 | 15,882 | 16,607 | 48,119 | 5,732 | 51,552 | 56,394 |
| Non-operating expenses | 1,369 | 2,431 | 4,589 | 22,918 | 5,736 | 10,909 | 12,563 | 14,524 | 2,243 | 12,960 | 17,737 |
| 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 | 1,375,025 | 2,269,073 |
| 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 | 1,373,506 | 2,265,924 |
| Income taxes | 177,071 | 407,834 | 640,683 | 764,901 | 212,118 | 454,297 | 684,289 | 902,737 | 189,869 | 453,071 | 746,262 |
| Profit attributable to non-controlling interests | 0 | 0 | 0 | 0 | 884 | 1,643 | 2,802 | 5,689 | 0 | 0 | 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 | 920,435 | 1,519,661 |

* 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 December 31, 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) **6,801**

Shareholder composition



| | 31-Mar-20 | | | 30-Jun-20 | | | 30-Sep-20 | | | 31-Dec-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 | 6,048,800 | 18.8% | 27 | 6,120,300 | 19.0% | 24 | 6,112,600 | 19.0% | 25 | 5,973,000 | 18.5% |
| Security firms | 28 | 265,672 | 0.8% | 32 | 420,841 | 1.3% | 31 | 257,851 | 0.8% | 30 | 354,532 | 1.1% |
| Other entities | 30 | 6,626,335 | 20.6% | 39 | 6,621,007 | 20.5% | 56 | 6,662,752 | 20.7% | 42 | 6,615,752 | 20.5% |
| Foreign entities, etc. | 157 | 10,241,208 | 31.8% | 170 | 10,273,420 | 31.9% | 170 | 9,931,275 | 30.8% | 168 | 10,741,396 | 33.3% |
| Individuals and others | 6,092 | 8,689,427 | 27.0% | 6,806 | 8,434,313 | 26.2% | 7,730 | 8,911,132 | 27.6% | 6,535 | 8,189,210 | 25.4% |
| Treasury shares | 1 | 370,158 | 1.1% | 1 | 371,719 | 1.2% | 1 | 365,990 | 1.1% | 1 | 367,710 | 1.1% |
| Total | 6,332 | 32,241,600 | 100.0% | 7,075 | 32,241,600 | 100.0% | 8,012 | 32,241,600 | 100.0% | 6,801 | 32,241,600 | 100.0% |

Precautions

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