

Supplementary Materials for 3Q FY3/22 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



January 2022

Koichi Mukai
Chairman

Financial Highlights

(Thousands of yen)	FY3/2020(total)				FY3/2021(total)				FY3/2022(total)			YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
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	11,995,482	18,239,349	+19.4%
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	2,986,374	4,572,522	+30.2%
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	1,961,767	3,053,960	+36.9%
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	1,965,461	3,052,726	+34.5%
Profit	465,275	940,227	1,392,183	1,974,899	369,608	920,435	1,519,661	2,083,865	558,251	1,220,572	1,925,545	+26.7%
Gross margin	22.8%	23.0%	22.5%	22.5%	20.6%	22.0%	23.0%	23.4%	24.6%	24.9%	25.1%	
Operating margin	12.8%	13.4%	13.1%	13.5%	11.2%	13.3%	14.6%	15.1%	15.8%	16.4%	16.7%	
Ordinary income margin	13.0%	13.4%	13.1%	13.7%	11.3%	13.7%	14.9%	15.3%	15.7%	16.4%	16.7%	
Net income margin	9.7%	9.3%	9.0%	9.4%	7.5%	9.1%	9.9%	10.0%	9.4%	10.2%	10.6%	
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	13,079,195	13,522,042	
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	17,196,219	17,561,086	
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	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	38.29	60.41	
Ratio of shareholders' equity (%)	75.5	72.5	75.7	75.8	77.4	75.8	79.1	74.9	75.5	76.1	77.0	
Return on equity (%)	4.8	9.5	14.0	19.5	3.3	8.1	13.1	17.7	4.5	9.6	14.9	

* 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)			YonY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	3Q
Net sales	4,812	10,076	15,507	20,932	4,960	10,071	15,275	20,868	5,910	11,995	18,239	+19.4%
Cloud Solution Business	1,802	3,890	6,084	7,599	1,995	4,037	5,962	8,063	2,244	4,627	6,838	+14.7%
Digital Solution Business	501	978	1,556	2,173	498	1,021	1,703	2,424	572	1,229	2,095	+23.0%
Business Solution Business	1,075	2,252	3,540	4,902	1,335	2,703	4,114	5,661	1,434	2,903	4,392	+6.8%
Platform Solution Business	1,432	2,955	4,326	6,258	1,086	2,186	3,315	4,486	1,170	2,366	3,704	+11.7%
Digital Learning Business	0	0	0	0	44	122	179	233	489	869	1,208	+575.0%
Cost of sales	3,714	7,758	12,019	16,224	3,936	7,858	11,764	15,977	4,459	9,009	13,667	+16.2%
Gross profit	1,097	2,317	3,488	4,708	1,024	2,212	3,511	4,891	1,451	2,986	4,572	+30.2%
Cloud Solution Business	439	951	1,361	1,646	410	880	1,352	1,863	569	1,164	1,744	+29.0%
Digital Solution Business	139	278	439	625	114	247	458	660	143	341	590	+28.8%
Business Solution Business	217	459	733	1,069	255	553	880	1,272	311	664	1,001	+13.8%
Platform Solution Business	301	628	954	1,368	254	529	817	1,085	284	581	910	+11.4%
Digital Learning Business	0	0	0	0	-10	1	3	9	142	234	325	+9023.0%
Gross margin	22.8%	23.0%	22.5%	22.5%	20.6%	22.0%	23.0%	23.4%	24.6%	24.9%	25.1%	
Cloud Solution Business	24.4%	24.5%	22.4%	21.7%	20.6%	21.8%	22.7%	23.1%	25.4%	25.2%	25.5%	
Digital Solution Business	27.8%	28.5%	28.2%	28.7%	22.9%	24.2%	26.9%	27.2%	25.2%	27.8%	28.2%	
Business Solution Business	20.2%	20.4%	20.7%	21.8%	19.1%	20.5%	21.4%	22.5%	21.7%	22.9%	22.8%	
Platform Solution Business	21.1%	21.3%	22.1%	21.9%	23.5%	24.2%	24.6%	24.2%	24.3%	24.6%	24.6%	
Digital Learning Business	0.0%	0.0%	0.0%	0.0%	-22.6%	1.6%	2.0%	3.9%	29.1%	27.0%	26.9%	

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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	2Q	3Q	3Q
Orders	5,038	10,339	15,816	22,031	5,322	10,029	15,870	20,867	6,258	12,398	18,914	+25.3%
Cloud Solution Business	2,034	4,121	6,370	8,175	2,399	4,072	6,315	8,054	2,580	4,612	7,067	+21.3%
Digital Solution Business	470	1,065	1,694	2,216	556	1,087	1,921	2,575	558	1,258	2,169	+15.5%
Business Solution Business	1,173	2,363	3,894	5,511	1,689	2,445	4,490	5,329	1,568	3,114	4,644	+19.7%
Platform, Operation Services Business	1,359	2,789	3,857	6,128	596	2,268	2,937	4,645	1,034	2,361	3,706	+12.1%
Digital Learning Business	-	-	-	-	81	155	204	261	517	1,052	1,326	+548.5%
Order backlog	4,622	4,340	4,042	5,015	4,479	4,695	4,310	5,053	5,295	5,272	5,107	+18.5%

※ 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	2Q FY3/22	3Q 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	13,773,840	14,250,149
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	9,663,992	10,175,909
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	3,720,430	3,603,546
Work in process	135,616	71,581	149,661	131,159	124,257	88,869	149,589	88,103	146,048	126,530	193,286
Other current assets	310,796	308,006	295,751	282,173	233,183	286,519	447,038	262,826	344,508	262,888	277,408
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	3,422,378	3,310,936
Property, plant and equipment	257,705	625,954	601,895	577,278	794,662	761,273	726,367	755,276	723,469	700,604	669,391
Intangible assets	230,848	192,510	153,874	131,941	110,415	90,057	68,665	947,714	897,227	844,596	810,478
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	1,877,177	1,831,065
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	17,196,219	17,561,086

Balance Sheet Liabilities & Equity

(Thousands of yen)	1Q FY3/20	2Q FY3/20	3Q FY 3/20	FY3/20	1Q FY3/21	2Q FY3/21	3Q FY3/21	FY3/21	1Q FY3/22	2Q FY3/22	3Q 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	3,631,874	3,561,180
Accounts payable-trade	757,960	855,055	962,830	882,867	883,227	933,653	1,009,375	1,038,873	1,126,841	994,685	1,118,746
Short-term loans payable	200,000	200,000	200,000	200,000	200,000	200,000	200,000	500,000	500,000	200,000	200,000
Provision for bonuses	318,076	569,932	138,313	468,751	316,217	593,645	161,638	676,426	384,543	749,748	250,055
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	1,687,441	1,992,379
Non-current liabilities	481,463	531,089	449,804	410,751	410,792	320,755	357,309	516,623	493,192	485,149	477,862
Asset retirement obligations	167,341	233,250	190,741	190,766	220,744	220,777	220,810	244,264	244,316	244,368	244,420
Other non-current liabilities	314,122	297,839	259,063	219,985	190,047	99,978	136,499	272,359	248,876	240,781	233,442
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	4,117,024	4,039,043
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	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	3,631,281	3,631,281
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	8,523,295	8,965,284
Treasury shares	-113,366	-110,993	-110,993	-110,993	-111,089	-109,368	-109,368	-109,368	-109,368	-107,323	-107,323
Valuation and translation adjustments	13,132	8,614	12,168	3,106	10,018	11,621	16,149	11,346	11,489	9,817	10,675
Subscription rights to shares	0	0	0	0	0	0	0	0	0	0	0
Non-controlling interests	46,119	46,878	48,036	0	0	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	13,079,195	13,522,042
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	17,196,219	17,561,086

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	2Q FY3/22	3Q 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	11,995,482	18,239,349
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	9,009,107	13,666,827
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	2,986,374	4,572,522
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	1,024,607	1,518,561
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	1,961,767	3,053,960
Non-operating income	13,955	15,882	16,607	48,119	5,732	51,552	56,394	57,904	6,243	14,576	17,439
Non-operating expenses	5,736	10,909	12,563	14,524	2,243	12,960	17,737	16,075	9,005	10,883	18,673
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	1,965,461	3,052,726
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	1,853,792	2,910,779
Income taxes	212,118	454,297	684,289	902,737	189,869	453,071	746,262	1,024,400	292,235	633,220	985,233
Profit attributable to non-controlling interests	884	1,643	2,802	5,689	0	0	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	1,220,572	1,925,545

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Stock Information

Stock status

(As of December 31, 2021)

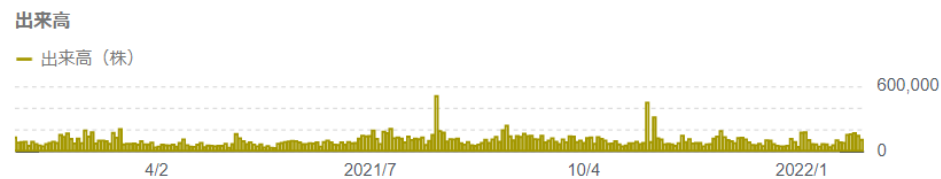
Total number of authorized shares **104,400,000** shares

Total number of issued shares (common stock) **32,241,600** shares

Number of shareholders (common stock) **6,314**



Shareholder composition



	31-Mar-21			30-Jun-21			30-Sep-21			31-Dec-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	22	5,301,200	16.4%	21	5,460,900	16.9%	17	5,564,300	17.3%	19	6,015,100	18.7%
Security firms	30	233,173	0.7%	33	376,819	1.2%	25	264,902	0.8%	25	300,019	0.9%
Other entities	42	6,618,301	20.5%	44	6,657,783	20.6%	38	6,613,187	20.5%	36	6,609,204	20.5%
Foreign entities, etc.	164	11,496,719	35.7%	166	11,005,445	34.1%	175	11,404,221	35.4%	165	11,379,216	35.3%
Individuals and others	6,806	8,223,187	25.5%	7,313	8,369,493	26.0%	6,626	8,030,230	24.9%	6,068	7,572,911	23.5%
Treasury shares	1	369,020	1.1%	1	371,160	1.2%	1	364,760	1.1%	1	365,150	1.1%
Total	7,065	32,241,600	100.0%	7,578	32,241,600	100.0%	6,882	32,241,600	100.0%	6,314	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.
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