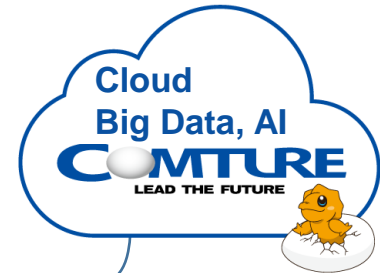


# Third Quarter of the Fiscal Year Ended March 31, 2021 Financial Results Materials

## COMTURE CORPORATION

*Transforming needs  
into solutions*



January 29, 2021

**Koichi Mukai**  
Chairman & CEO

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**3Q of the FY Ended March 31, 2021**

# Results of Operations



# 1-1 Financial Highlights (Announced January 29, 2021)

**Achieved 11 consecutive years of sales growth and 9 consecutive years of earnings growth with both sales and earnings climbing to record highs**

	3Q FY3/20 Results		3Q FY3/21 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	14,788 million yen	-	<b>15,275 million yen</b>	-	<b>+3.3%</b>
Operating profit	2,030 million yen	13.7%	<b>2,230 million yen</b>	<b>14.6%</b>	<b>+9.9%</b>
Ordinary profit	2,034 million yen	13.6%	<b>2,269 million yen</b>	<b>14.9%</b>	<b>+11.5%</b>
Profit attributable to owners of parent	1,392 million yen	9.4%	<b>1,519 million yen</b>	<b>9.9%</b>	<b>+9.2%</b>
Net income per share	43.87 yen	-	<b>47.68 yen</b>	-	<b>+8.7%</b>

\* 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. Net sales have been calculated assuming that this standard had been used from the beginning of FY3/20 (same hereafter).

# 1-2 Business Segment Performance

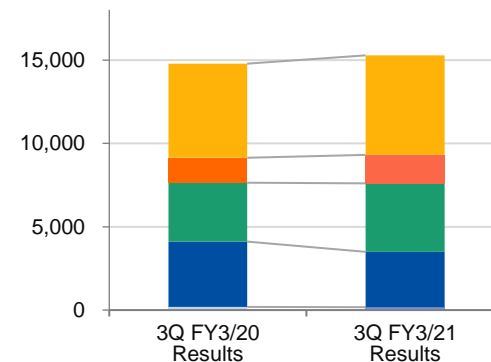
(Unit: million yen)

- Cloud Solutions Business
- Digital Solutions Business
- Business Solutions Business
- Platform, Operation Services
- Digital Learning

	3Q FY3/20 Results	3Q FY3/21 Results	YoY change (%)
<b>Net sales</b>	14,788	15,275	+3.3%
Cloud Solutions	5,645	5,962	+5.6%
Digital Solutions	1,510	1,703	+12.8%
Business Solutions	3,526	4,114	+16.7%
Platform, Operation Services	3,909	3,315	-15.2%
Digital Learning	196	179	-9.0%
<b>Gross profit</b>	3,488	3,511	+0.7%
Cloud Solutions	1,361	1,352	-0.7%
Digital Solutions	439	458	+4.4%
Business Solutions	733	880	+20.1%
Platform, Operation Services	884	817	-7.6%
Digital Learning	69	3	-94.9%

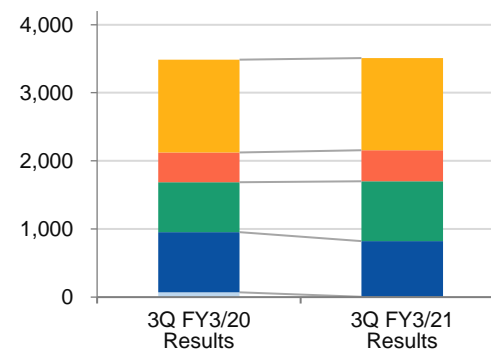
## Net sales

(Unit: million yen)



## Gross profit

(Unit: million yen)



\* Due to the reorganization of structures for business operations on April 1, 2020, the education operations that were previously in the Platform, Operation Services Business became the new Digital Learning Business. Net sales for 3Q FY3/20 have been calculated as comparative figures assuming that this reorganization had been implemented at the beginning of FY3/20.

# 1-4 Contributing Factors

Net sales

Up 3.3% YoY

- + Growth of the cloud solutions business due to the shift to cloud computing and digitalization, and increased demand for teleworking
- + Growth of the digital solutions business due to the increasing demand for the data analysis business
- + Growth of the business solutions business due to the expansion of the SAP business
- Lower sales in the platform, operation services business due to the decision to stop providing operation services that had little added value

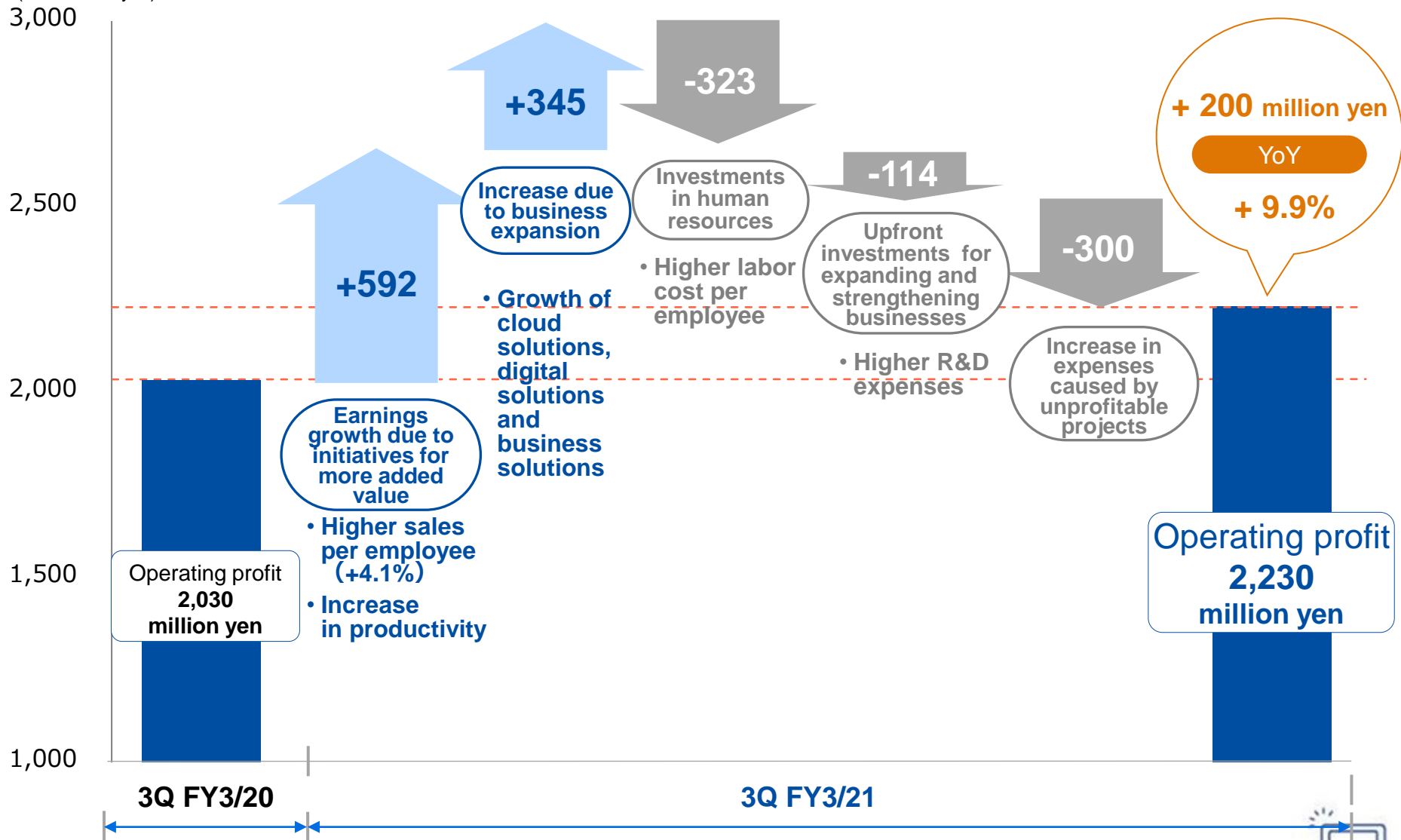
Operating profit

Up 9.9% YoY

- + Sales per employee: up 4.1%
- + Growth of the cloud solutions, digital solutions and business solutions businesses
- Substantial investments in human resources, including higher cost of labor; up-front investments in R&D and other activities for business expansion
- Increase in expenses caused by unprofitable projects

# 1-4 Components of Changes in Operating Profit

(Unit: million yen)



# 2

## FY3/21

# Earnings Forecast

No change in the earnings forecast announced on May 15, 2020



# 2-1 FY3/21 Earnings Forecast

**Aiming for 11 consecutive years of sales growth and 10 consecutive years of earnings growth, reaching new record highs**

	FY3/20 Results		FY3/21 Forecast		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	20,008 million yen	-	21,000 million yen	-	+5.0%
Operating profit	2,833 million yen	14.2%	3,045 million yen	14.5%	+7.5%
Ordinary profit	2,867 million yen	14.3%	3,045 million yen	14.5%	+6.2%
Profit attributable to owners of parent	1,974 million yen	9.9%	2,070 million yen	9.9%	+4.8%
Net income per share	62.17 yen	-	64.97 yen	-	+4.5%

\* COMTURE started applying Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) in FY3/21, which is earlier than required. Net sales have been calculated assuming that this standard had been used from the beginning of FY3/20 (same hereafter).



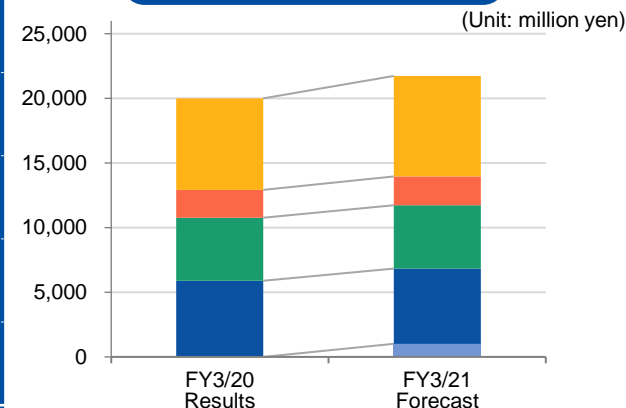
# 2-2 Business Segment Forecast

(Unit: million yen)

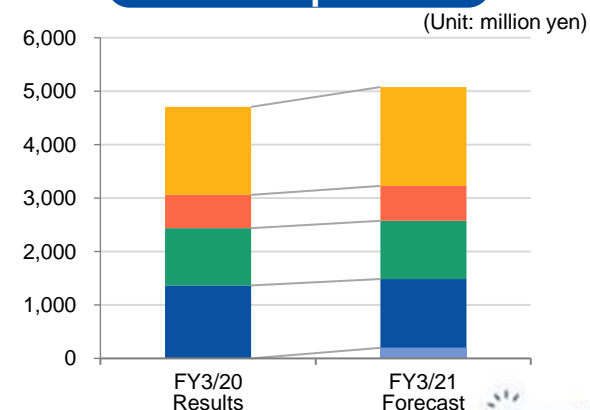
	FY3/20 Results	FY3/21 Forecast	YoY change (%)
<b>Net sales</b>	20,008	21,000	+5.0%
Cloud Solutions	7,087	7,789	+9.9%
Digital Solutions	2,149	2,216	+3.1%
Business Solutions	4,878	4,901	+0.5%
Platform, Operation Services	5,893	5,842	-0.9%
Digital Learning	-	250	-
<b>Gross profit</b>	4,708	4,956	+5.3%
Cloud Solutions	1,646	1,853	+12.6%
Digital Solutions	625	649	+3.8%
Business Solutions	1,069	1,093	+2.2%
Platform, Operation Services	1,368	1,285	-6.1%
Digital Learning	-	75	-

- Cloud Solutions Business
- Digital Solutions Business
- Business Solutions Business
- Platform, Operation Services
- Digital Learning

## Net sales

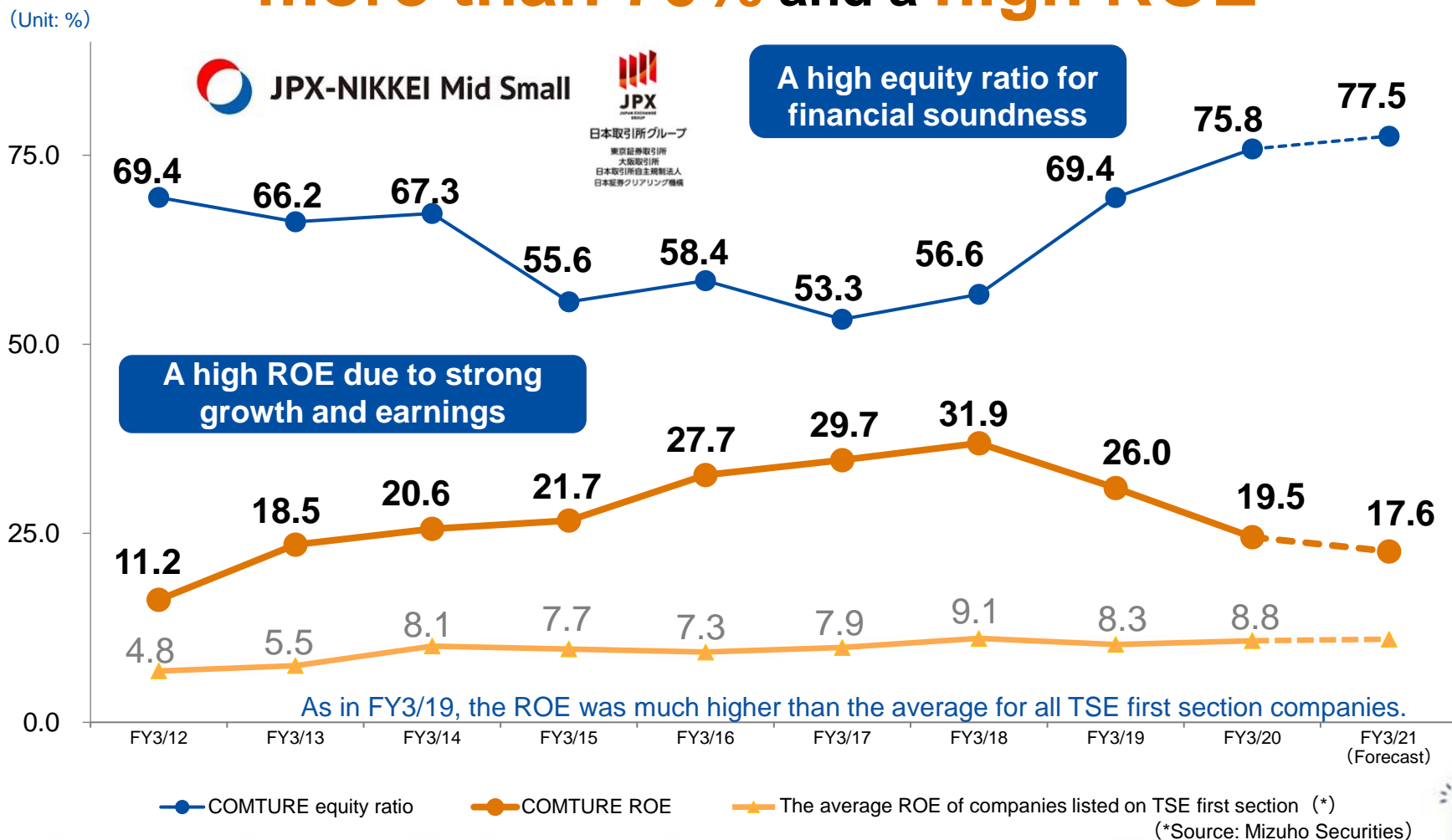


## Gross profit



# 2-3 Financial Soundness and High Profitability

The goals are a shareholder's equity of **more than 70%** and a **high ROE**



# 3

# Topics

# 3-1 Acquisition of 100% Ownership of Edifist Learning Inc.

**EdTech = Education X Information Technology**  
Respond to the various opportunities created by the significant changes in the education market



**A digital solution provider for the digital transformation era**



(Subsidiary of Canon Marketing Japan Inc.)

**A provider of IT education and training services**

**Benefits of synergies**

**Promote the development of IT human resources who can respond to the digital transformation era**

# 4

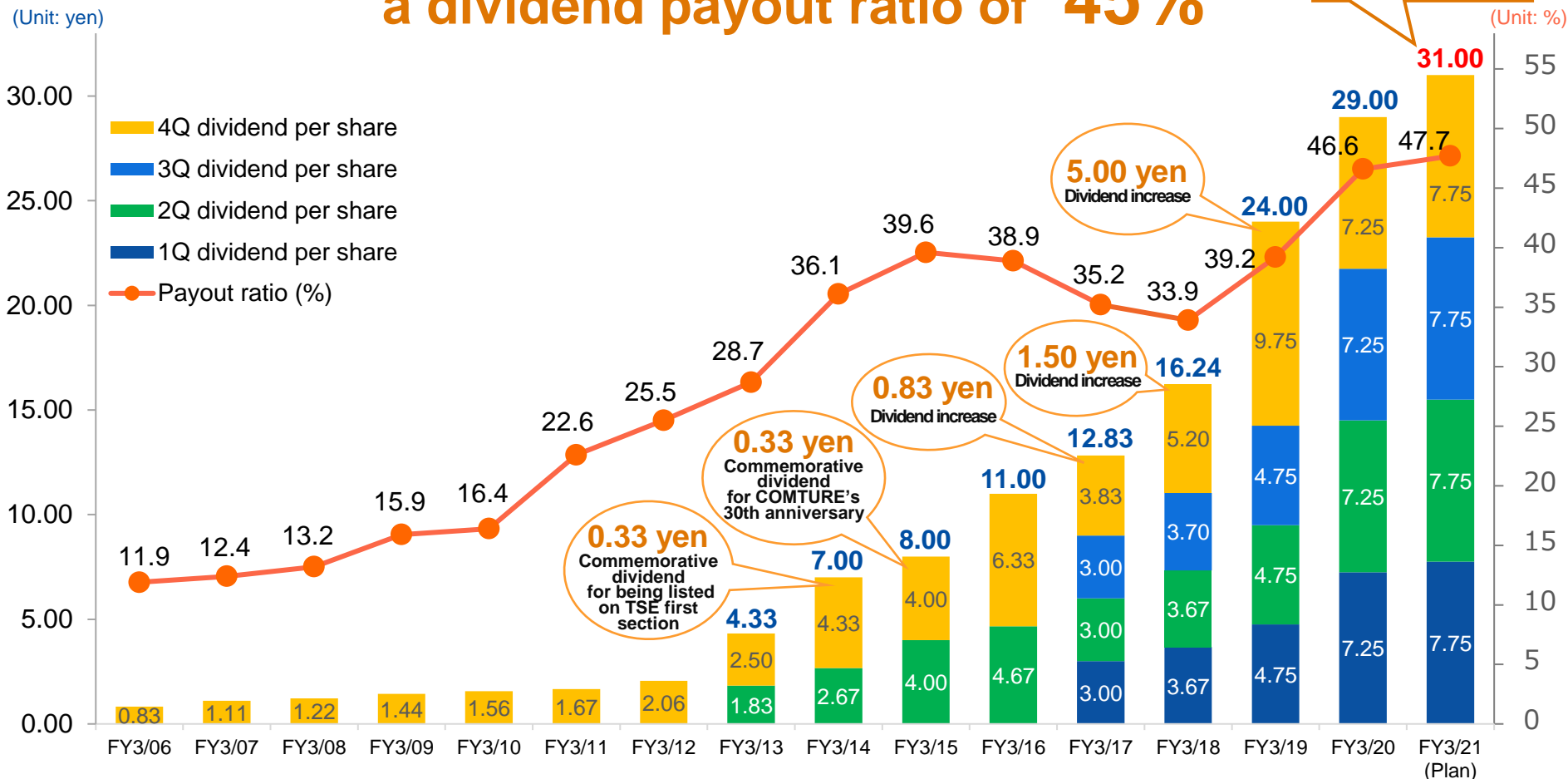
# Shareholder Returns

# 4-1 Dividend Growth

Plan to raise the dividend for the 16th consecutive year

Our goal is  
a dividend payout ratio of **45%**

**2.00 yen**  
Dividend  
increase YoY



COMTURE conducted a 3-for-1 common stock split effective on October 1, 2017 and a 2-for-1 common stock split effective on October 1, 2019. Dividend per share has been calculated as if these stock splits had taken place at the beginning of FY3/06.

# 4-2 Quarterly Dividends

## COMTURE pays dividends every quarter

COMTURE pays a quarterly dividend because the stability of operations results in the stability of quarterly performance as well.

### Dividend payment schedule

	Dividend record date	Dividend payment date
1Q	Jun. 30, 2020	Aug. 31, 2020
2Q	Sep. 30, 2020	Nov. 30, 2020
3Q	Dec. 31, 2020	Feb. 26, 2021 (planned)
4Q	Mar. 31, 2021	Next business day after shareholders' meeting approval (planned)

# 4-3 Shareholder Benefit Program

## Shareholders receive special benefits in addition to dividends

Shareholders of record at the end of September and March every year who own at least 300 shares receive prepaid QUO cards worth 1,000 yen (2,000 yen every fiscal year).

- \* Dividend of 9,300 yen + prepaid QUO cards worth 2,000 yen = 11,300 yen annually
- The payout ratio including QUO cards are expected to be 58.0% for the fiscal year ending March 31, 2021 (for shareholders holding 300 shares)





# 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.

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