

Third Quarter of the Fiscal Year Ended March 31, 2022 Financial Results Materials

*Transforming needs
into solutions*



COMTURE CORPORATION



January 31, 2022
Koichi Mukai
Chairman

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3Q of the FY Ended March 31, 2022

Results of Operations



1-1 Financial Highlights (Announced January 31, 2022)

Achieved 12 consecutive years of sales growth(*) and 10 consecutive years of earnings growth with both sales and earnings climbing to record highs

	3Q FY3/21 Results		3Q FY3/22 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	15,275 million yen	-	18,239 million yen	-	+19.4%
Operating profit	2,230 million yen	14.6%	3,053 million yen	16.7%	+36.9%
Ordinary profit	2,269 million yen	14.9%	3,052 million yen	16.7%	+34.5%
Interim net income attributable to owners of parent	1,519 million yen	9.9%	1,925 million yen	10.6%	+26.7%
Interim net income per share	47.68 yen	-	60.41 yen	-	+26.7%

(*) 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.

1-2 Business Segment Performance

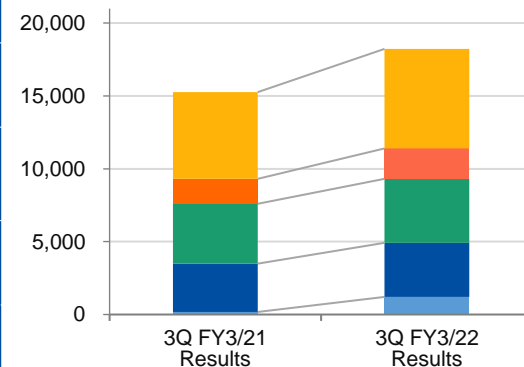
(Unit: million yen)

	3Q FY3/21 Results	3Q FY3/22 Results	YoY change (%)
Net sales	15,275	18,239	+19.4%
Cloud Solutions	5,962	6,838	+14.7%
Digital Solutions	1,703	2,095	+23.0%
Business Solutions	4,114	4,392	+6.8%
Platform, Operation Services	3,315	3,704	+11.7%
Digital Learning	179	1,208	+575.0%
Gross profit	3,511	4,572	+30.2%
Cloud Solutions	1,352	1,744	+29.0%
Digital Solutions	458	590	+28.8%
Business Solutions	880	1,001	+13.8%
Platform, Operation Services	817	910	+11.4%
Digital Learning	3	325	+9023.0%

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

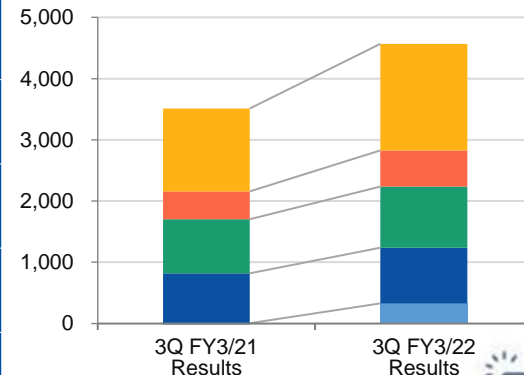
Net sales

(Unit: million yen)



Gross profit

(Unit: million yen)



1-3 Contributing Factors

Net sales

Up 19.4% YoY

- + Growth of the cloud solutions business due to higher demand for cloud computing using collaborations with Microsoft and Salesforce.com and other services involving the digitalization of business processes
- + Growth of the digital solutions business due to higher demand for data analysis services
- + Growth of the business solutions business due to higher SAP's S/4HANA upgrade demand
- + Growth of the platform, operation services business due to higher demand for cloud construction of the Amazon Web Services (AWS) and outsourcing services
- + Growth of the digital learning business due to the acquisition of Edifist Learning

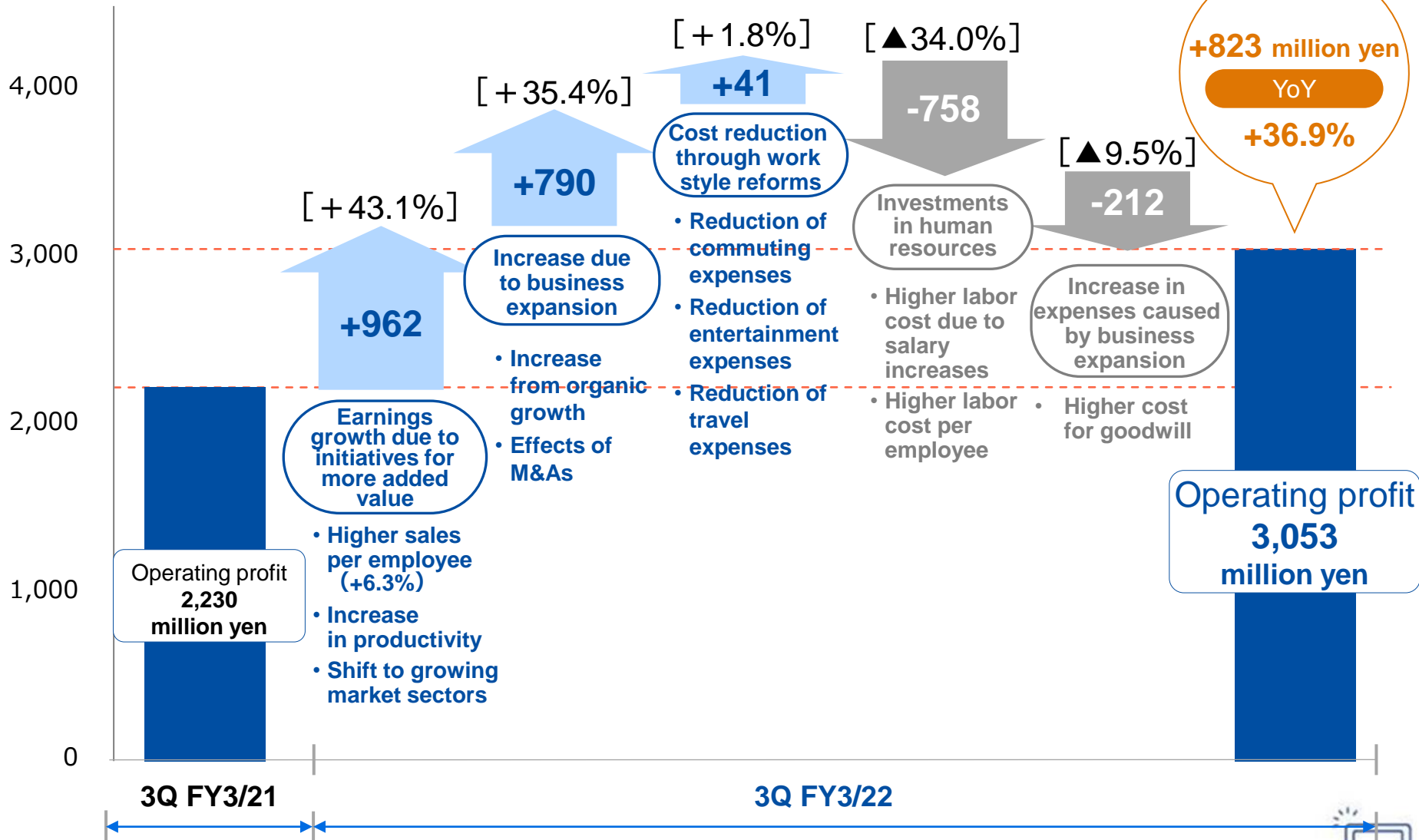
Operating profit

Up 36.9% YoY

- + Sales per employee: up 6.3%
- + Increase in operating profit due to the expansion of businesses
- + Cost reduction through efforts to reform work styles, such as promoting teleworking and web conferencing
- Substantial investments in human resources, including more hiring of new employees, improvement of employee treatment and other activities

1-4 Components of Changes in Operating Profit

(Unit: million yen)



2

FY3/22

Earnings Forecast

No change in the earnings forecast announced on July 30, 2021



2-1 FY3/22 Earnings Forecast

Aiming for 12 consecutive years of sales growth and 11 consecutive years of earnings growth, reaching new record highs

	FY3/21 Results		FY3/22 Forecast		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	20,868 million yen	-	24,100 million yen	-	+15.5%
Operating profit	3,150 million yen	15.1%	3,800 million yen	15.8%	+20.6%
Ordinary profit	3,192 million yen	15.3%	3,800 million yen	15.7%	+19.0%
Profit attributable to owners of parent	2,083 million yen	10.0%	2,400 million yen	9.9%	+15.2%
Net income per share	65.38 yen	-	75.30 yen	-	+15.2%

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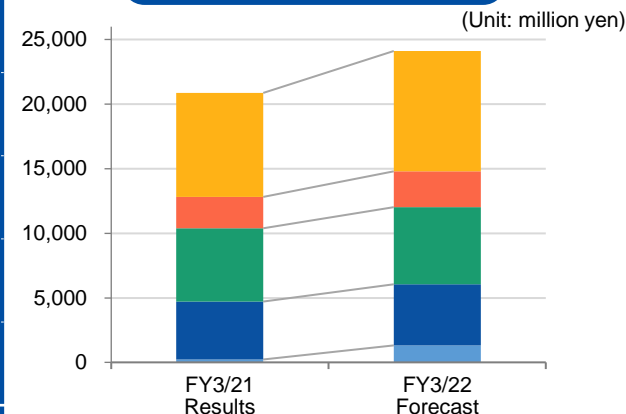
2-2 Business Segment Forecast

(Unit: million yen)

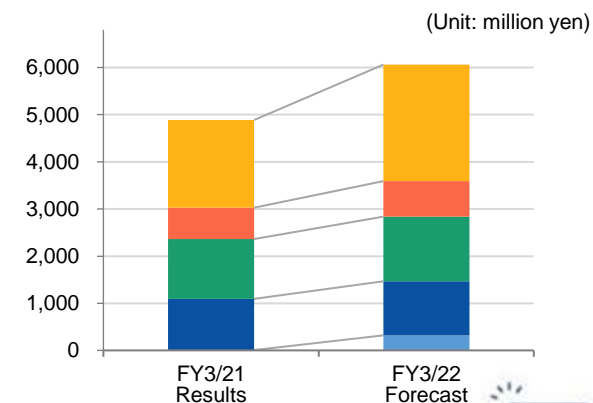
	FY3/21 Results	FY3/22 Forecast	YoY change (%)
Net sales	20,868	24,100	+15.5%
Cloud Solutions	8,063	9,300	+15.3%
Digital Solutions	2,424	2,768	+14.2%
Business Solutions	5,661	5,965	+5.4%
Platform, Operation Services	4,486	4,743	+5.7%
Digital Learning	233	1,322	+467.0%
Gross profit	4,891	6,062	+23.9%
Cloud Solutions	1,863	2,466	+32.3%
Digital Solutions	660	759	+15.0%
Business Solutions	1,272	1,369	+7.6%
Platform, Operation Services	1,085	1,145	+3.5%
Digital Learning	9	321	+3433.4%

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

Net sales

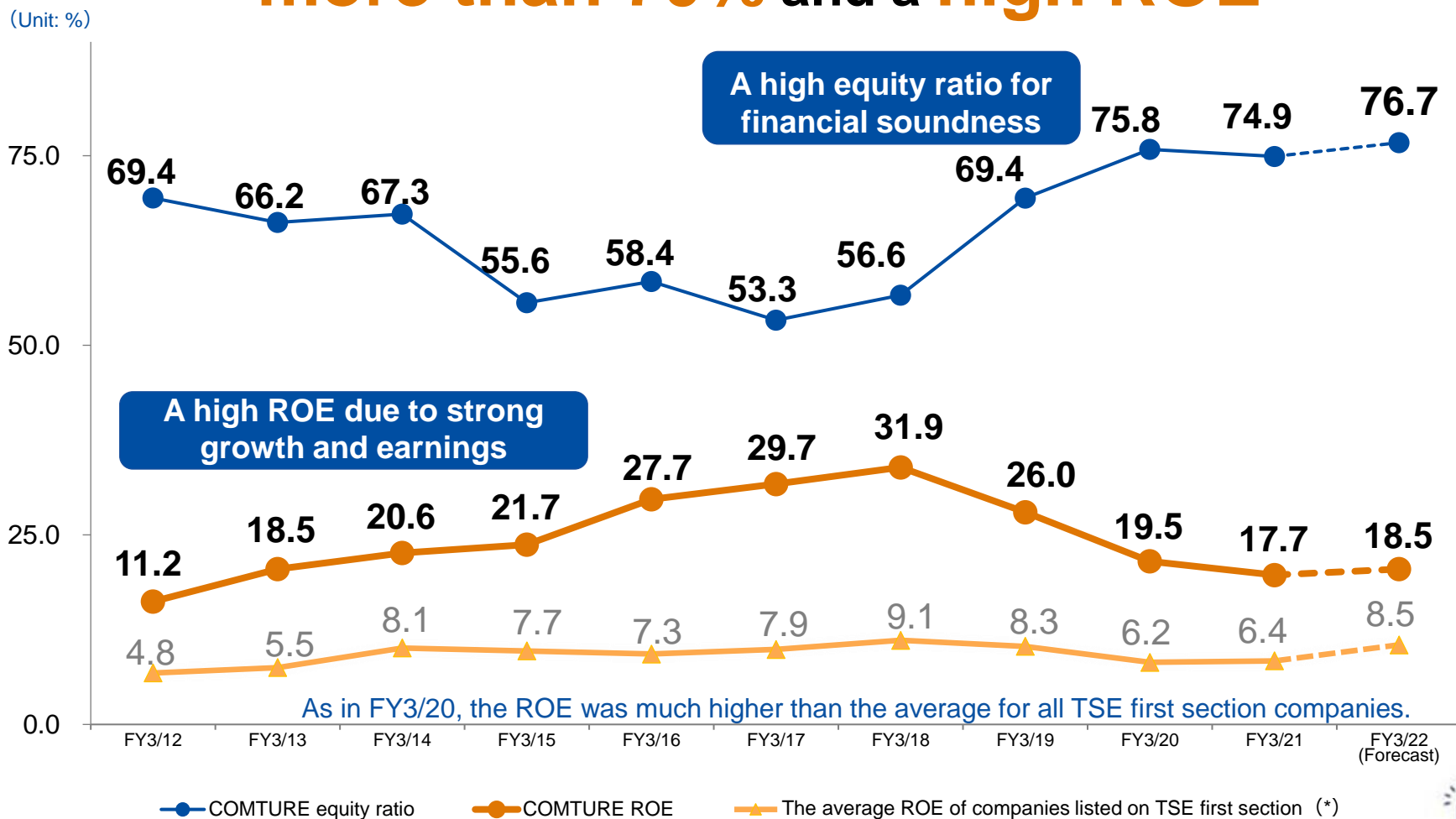


Gross profit



2-3 Financial Soundness and High Profitability

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



3

Shareholder Returns

3-1 Dividend Growth

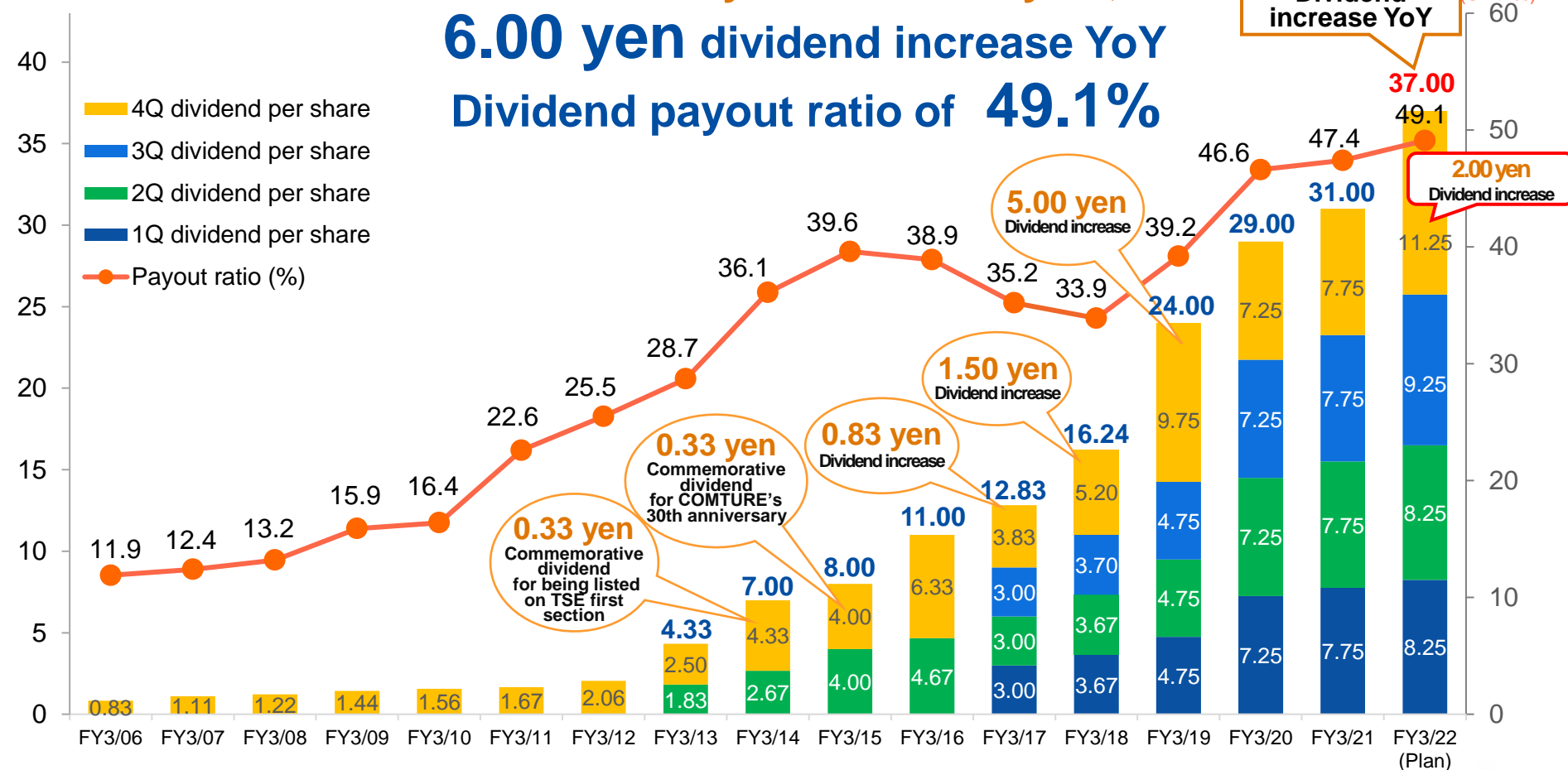
Dividend increase forecast for 17th consecutive year

Announced an annual dividend increase of 2.00 yen on January 31, 2022

6.00 yen dividend increase YoY
Dividend payout ratio of 49.1%

(Unit: yen)

(Unit: %)



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.

3-2 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 per share	Dividend record date	Dividend payment date
1Q	8.25 yen	Jun. 30, 2021	Aug. 31, 2021
2Q	8.25 yen	Sep. 30, 2021	Nov. 30, 2021
3Q	9.25 yen	Dec. 31, 2021	Feb. 28, 2022(Plan)
4Q	11.25 yen	Mar. 31, 2022	Next business day after shareholders' meeting approval
Total	37.00 yen		

3-3 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 11,100 yen + prepaid QUO cards worth 2,000 yen = 13,100 yen annually
- The payout ratio including QUO cards are expected to be 58.0% for the fiscal year ending March 31, 2022 (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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