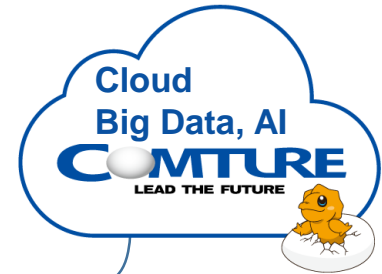


The Fiscal Year Ended March 31, 2020

Financial Results Materials

*Transforming needs
into solutions*

COMTURE CORPORATION



May 15, 2020

Koichi Mukai
Chairman & CEO

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The FY Ended March 31, 2020

Results of Operations



1-1 Financial Highlights (Announced May 15, 2020)

Achieved 10 consecutive years of sales growth and 9 consecutive years of earnings growth with both sales and earnings climbing to record highs

	FY3/19 Results		FY3/20 Results		YoY change (%)
	Amount	% to net sales	Amount	% to net sales	
Net sales	18,070 million yen	-	20,932 million yen	-	+ 15.8%
Operating profit	2,570 million yen	14.2%	2,833 million yen	13.5%	+ 10.2%
Ordinary profit	2,575 million yen	14.3%	2,867 million yen	13.7%	+ 11.3%
Profit attributable to owners of parent	1,807 million yen	10.0%	1,974 million yen	9.4%	+ 9.2%
Net income per share	61.25 yen	-	62.17 yen	-	+ 1.5%

COMTURE conducted a 2-for-1 common stock split effective on October 1, 2019. Net income per share has been calculated as if this stock split had taken place at the beginning of FY3/19. Due to the issuance of share acquisition rights up to June 11, 2019, the number of shares of floating stock increased by 1,300,000.

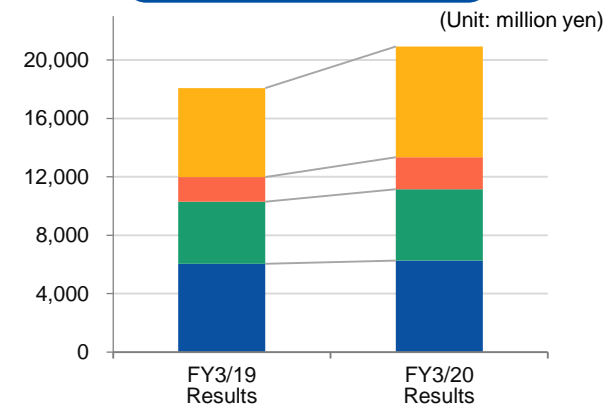
1-2 Business Segment Performance

(Unit: million yen)

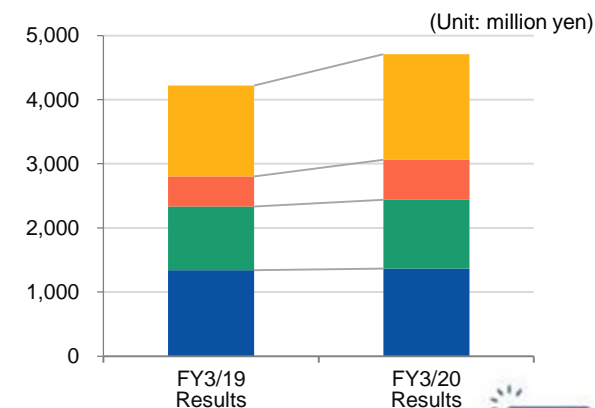
	FY3/19 Results	FY3/20 Results	YoY change (%)
Net sales	18,070	20,932	+15.8%
Cloud Solutions	6,094	7,599	+24.7%
Digital Solutions	1,682	2,173	+29.2%
Enterprise Solutions	4,244	4,902	+15.5%
Platform, Operation Services	6,050	6,258	+3.4%
Gross profit	4,219	4,708	+11.6%
Cloud Solutions	1,415	1,646	+16.4%
Digital Solutions	470	625	+32.9%
Enterprise Solutions	994	1,069	+7.6%
Platform, Operation Services	1,341	1,368	+2.0%

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

Net sales



Gross profit



1-3 Contributing Factors

Net sales

Up 15.8% YoY

- + Significant cloud solutions business growth mainly due to collaborations with global cloud platformers**
- + Big increase in the digital solutions business because of the growing awareness of the importance of the digital transformation and its benefits**

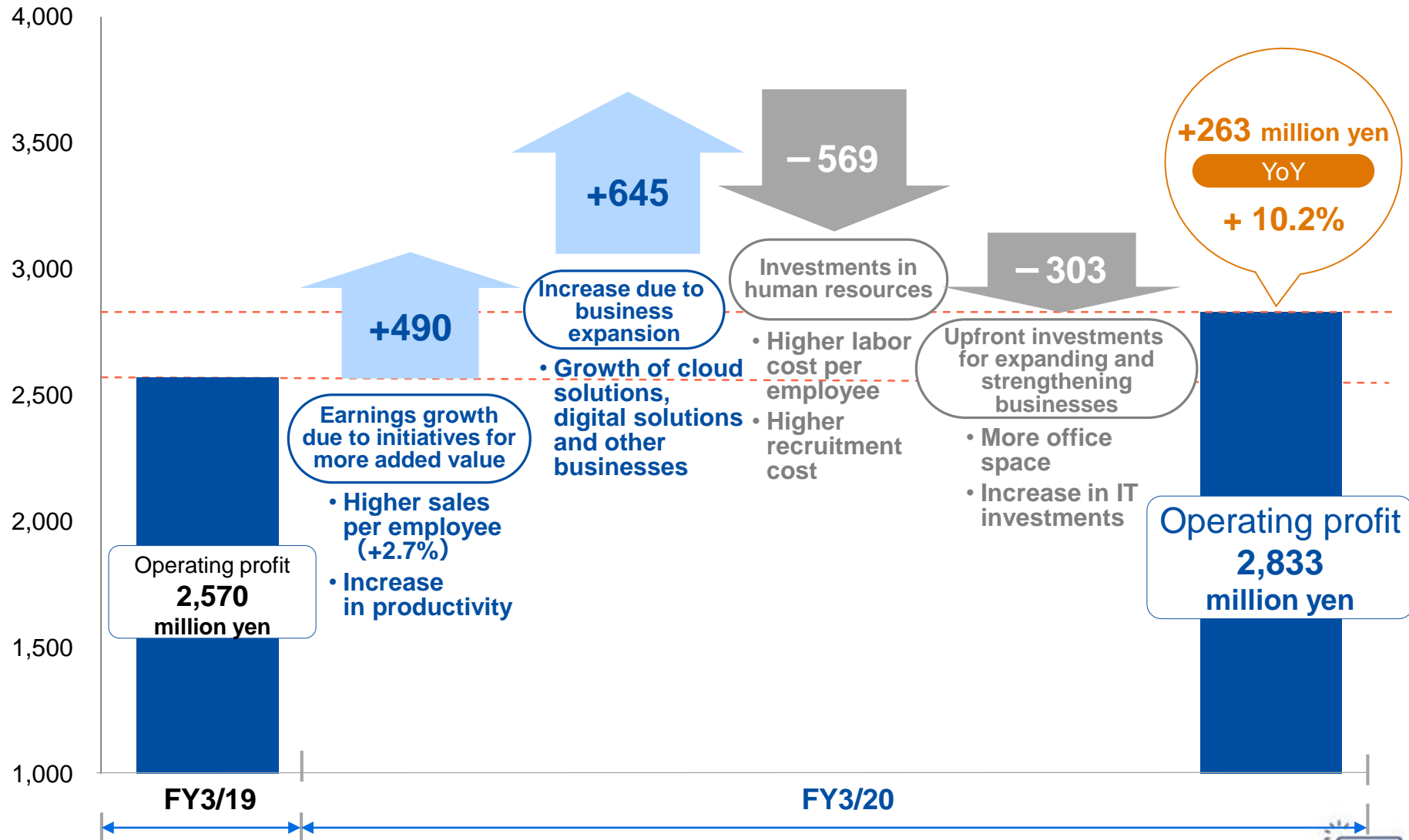
Operating profit

Up 10.2% YoY

- + Sales per employee: up 2.7%**
- + Growth of the cloud solutions and digital solutions businesses**
- Substantial investments in human resources, resulting in a higher cost of labor and an increase in expenses for hiring new employees and other activities**
- Investments for future growth, such as for more office space and upgrading IT systems**

1-4 Components of Changes in Operating Profit

(Unit: million yen)



2

FY3/21

Earnings Forecast



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	20,932 million yen *(20,008 million yen)	-	21,000 million yen	-	+0.3% (+5.0%)
Operating profit	2,833 million yen	13.5% *(14.2%)	3,045 million yen	14.5%	+7.5%
Ordinary profit	2,867 million yen	13.7% *(14.3%)	3,045 million yen	14.5%	+6.2%
Profit attributable to owners of parent	1,974 million yen	9.4% *(9.9%)	2,070 million yen	9.9%	+4.8%
Net income per share	62.17 yen	-	64.97 yen	-	+4.5%

* COMTURE has **changed the method used for recognizing sales of products** beginning with FY3/21. **Numbers in parentheses are the revised figures, including FY3/20 sales, ratio of earnings to net sales and YoY change in net sales,** based on the application of this new sales recognition method beginning with FY3/19.

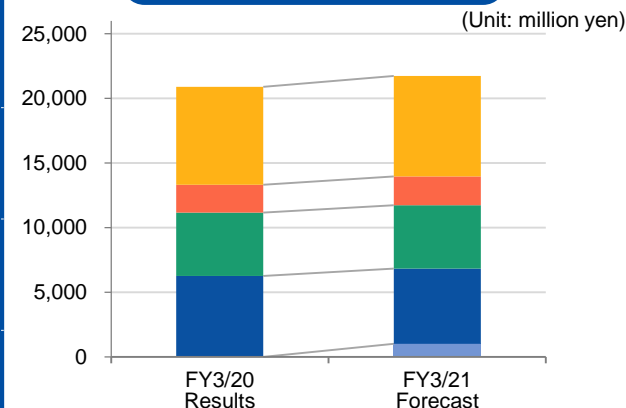
2-2 Business Segment Forecast

(Unit: million yen)

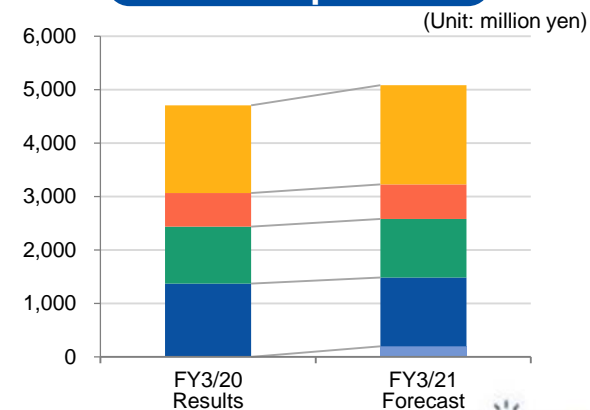
	FY3/20 Results	FY3/21 Forecast	YoY change (%)
Net sales	20,932 (20,008)	21,000	+0.3% (+5.0%)
Cloud Solutions	7,599 (7,087)	7,789	+2.5% (+9.9%)
Digital Solutions	2,173 (2,149)	2,216	+2.0% (+3.1%)
Enterprise Solutions	4,902 (4,878)	4,901	+0.0% (+0.5%)
Platform, Operation Services	6,258 (5,893)	5,842	- 6.6% (- 0.9%)
Digital Learning	0	250	-
Gross profit	4,708	4,956	+5.3%
Cloud Solutions	1,646	1,853	+12.6%
Digital Solutions	625	649	+3.8%
Enterprise Solutions	1,069	1,093	+2.2%
Platform, Operation Services	1,368	1,285	- 6.1%
Digital Learning	0	75	-

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

Net sales

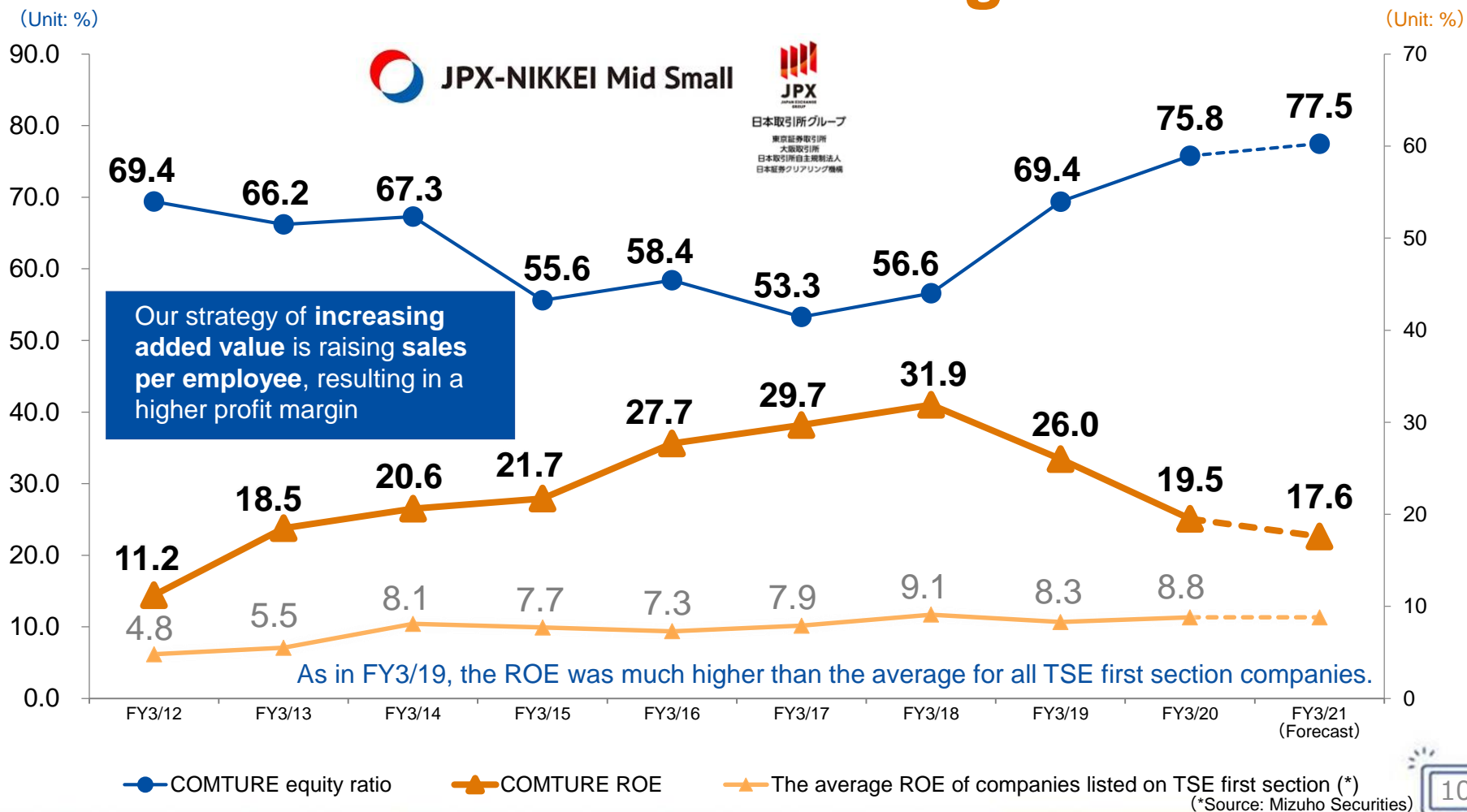


Gross profit



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 Capital and Business Alliance with Cogent Labs for AI

This alliance with Cogent Labs is expected to speed up the growth of COMTURE's AI business

COMTURE
LEAD THE FUTURE



COMTURE is a digital solution partner for the digital transformation era that assists customers by solving management issues and driving innovation



コージェントラボ
**COGENT
LABS**

Cogent Labs performs AI R&D at the leading edge of this field, provides solution services that use this knowledge, and develops and provides sophisticated and practical AI services

Benefits of synergies

Use the strengths of both companies to develop new solutions and launch new businesses

3-2 The New Ariake Office



New office located in Ariake Central Tower

COMTURE Network Corporation and the education business have moved to a newly leased office in Tokyo's Ariake district due to the growth of business operations



**Digital Learning Square
– The new base for the education business**



Provide group lessons as well as online lessons, e-learning and other various formats in order to reflect the latest technologies and job requirements

3-3 External Recognition

Defined KPI/External evaluation of goal achievements

Tokyo Stock
Exchange
JPX-Nikkei Mid and
Small Cap Index
(4 consecutive years)

200 issues

Approx.
2,900 issues

Forbes Asia
**Best Under
A Billion**

(2 consecutive years)

200 companies*

Approx.
24,000 companies

* 25 Japanese companies

Financial Times
**Asia-Pacific
High-Growth
Companies**

500 companies*

Approx.
50 million companies

* 92 Japanese companies

Evaluation criteria:

- Substantial added value **Over 5% annual increase** in sales per employee
- Highly profitable **High ROE, high operating margin**
- High dividend payout ratio **Dividend payout ratio of more than 45%**

4

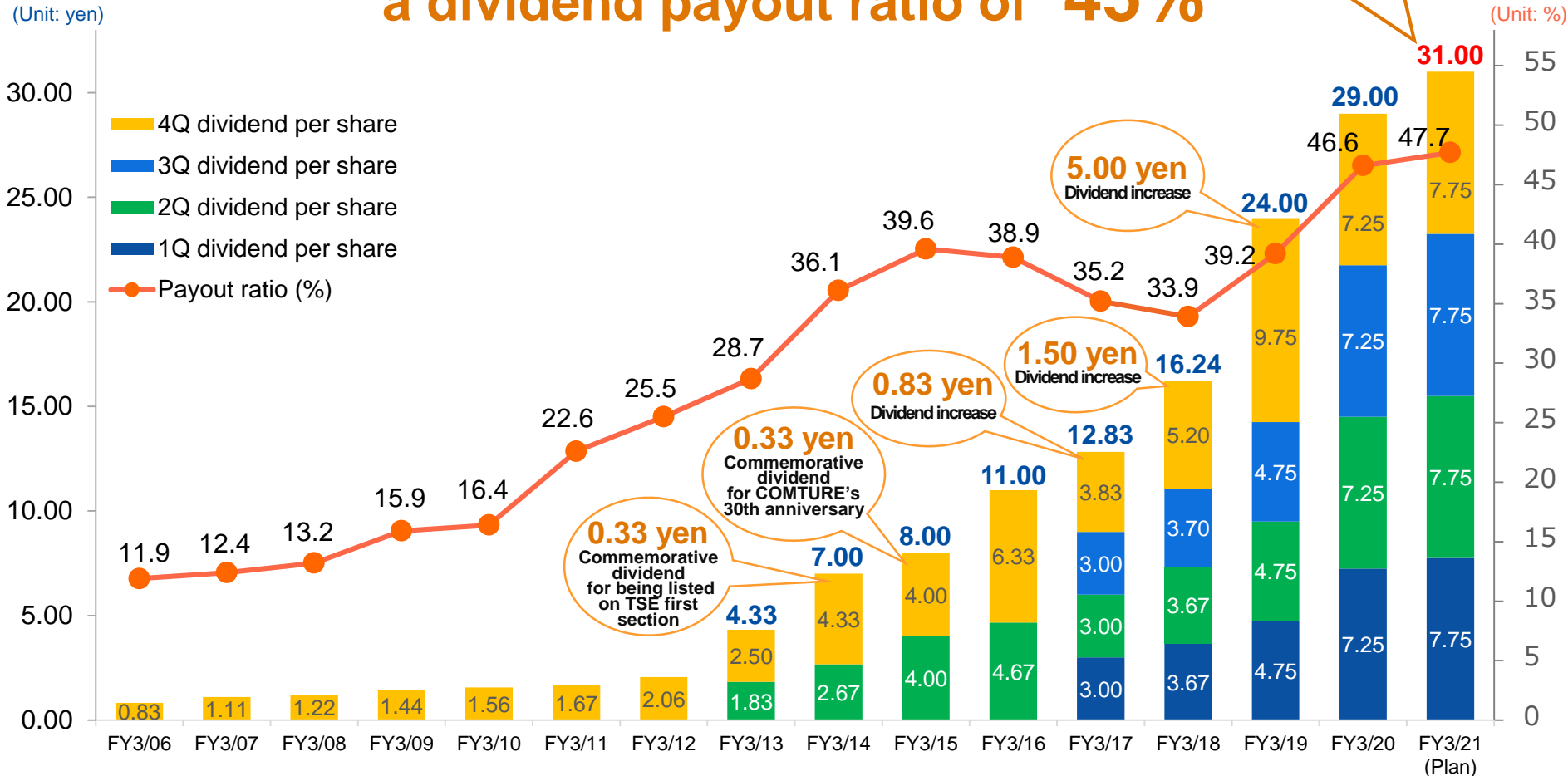
Shareholder Returns

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

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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