

# Supplementary Materials for 1Q FY3/25 Financial Results



August 6, 2024  
COMTURE CORPORATION

# Financial Highlights

		FY3/2023							FY3/2024							FY3/2025
		1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q
Net sales	(millions of yen)	6,855	7,189	7,320	7,691	14,045	21,365	29,056	8,098	8,662	8,548	8,874	16,761	25,310	34,185	8,753
YoY		+16.0%	+18.2%	+17.2%	+14.0%	+17.1%	+17.1%	+16.3%	+18.1%	+20.5%	+16.8%	+15.4%	+19.3%	+18.5%	+17.7%	+8.1%
Gross profit	(millions of yen)	1,461	1,695	1,715	1,824	3,156	4,872	6,696	1,798	1,871	2,056	2,125	3,670	5,726	7,852	1,880
Gross margin		21.3%	23.6%	23.4%	23.7%	22.5%	22.8%	23.0%	22.2%	21.6%	24.1%	24.0%	21.9%	22.6%	23.0%	21.5%
YoY		-	-	-	-	-	-	-	+23.1%	+10.4%	+19.9%	+16.5%	+16.3%	+17.5%	+17.3%	+4.5%
Operating income	(millions of yen)	686	1,047	1,150	1,181	1,733	2,883	4,065	860	1,089	1,312	1,337	1,950	3,262	4,600	795
Operating margin		10.0%	14.6%	15.7%	15.4%	12.3%	13.5%	14.0%	10.6%	12.6%	15.3%	15.1%	11.6%	12.9%	13.5%	9.1%
YoY		(26.4%)	+1.7%	+5.3%	+25.4%	(11.6%)	(5.6%)	+1.7%	+25.3%	+4.1%	+14.1%	+13.2%	+12.5%	+13.1%	+13.1%	(7.6%)
Ordinary income	(millions of yen)	681	1,060	1,129	1,195	1,741	2,871	4,067	860	1,086	1,313	1,337	1,946	3,260	4,597	793
Ordinary income margin		9.9%	14.8%	15.4%	15.6%	12.4%	13.4%	14.0%	10.6%	12.5%	15.4%	15.1%	11.6%	12.9%	13.4%	9.1%
YoY		(26.7%)	+2.4%	+3.9%	+26.2%	(11.4%)	(5.9%)	+1.7%	+26.3%	+2.4%	+16.3%	+11.8%	+11.8%	+13.6%	+13.0%	(7.7%)
Profit	(millions of yen)	478	707	758	750	1,186	1,945	2,695	558	693	862	1,021	1,251	2,113	3,135	502
Net income margin		7.0%	9.8%	10.4%	9.8%	8.4%	9.1%	9.3%	6.9%	8.0%	10.1%	11.5%	7.5%	8.4%	9.2%	5.7%
YoY		(14.2%)	+6.8%	+7.7%	+26.7%	(2.8%)	+1.0%	+7.1%	+16.7%	(2.0%)	+13.6%	+36.2%	+5.5%	+8.7%	+16.3%	(10.1%)
Net assets	(millions of yen)	13,940	-	-	-	14,298	14,706	15,097	15,305	-	-	-	15,657	16,160	16,805	16,941
Total assets	(millions of yen)	18,796	-	-	-	19,212	19,251	21,738	21,345	-	-	-	21,782	21,759	23,442	22,951
Total number of issued shares	(thousands of shares)	32,241	-	-	-	32,241	32,241	32,241	32,241	-	-	-	32,241	32,241	32,241	32,241
Net assets per share	(yen)	-	-	-	-	-	-	473.67	-	-	-	-	-	-	527.07	-
Net income per share	(yen)	15.02	-	-	-	37.21	61.02	84.56	17.52	-	-	-	39.26	66.30	98.35	15.76
Ratio of shareholders' equity	(%)	74.2	-	-	-	74.4	76.4	69.4	71.7	-	-	-	71.9	74.3	71.7	73.8
Return on equity	(%)	3.4	-	-	-	8.4	13.2	18.6	3.6	-	-	-	8.1	13.5	19.7	3.0

- Beginning in FY3/2024, salaries of employees hired following graduation during the April and May initial training period are included in selling, general and administrative expenses rather than cost of sales as in prior years. The figures for FY3/2023 are after the change.

# 5 segments Results

(millions of yen)	FY3/2023							FY3/2024							FY3/2025
	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q
<b>Net sales</b>	6,855	7,189	7,320	7,691	14,045	21,365	29,056	8,098	8,662	8,548	8,874	16,761	25,310	34,185	8,753
Cloud Solution Business	2,012	2,210	2,314	2,574	4,223	6,537	9,112	2,962	3,377	3,247	3,410	6,339	9,587	12,997	3,175
% to sales	29.4%	30.7%	31.6%	33.5%	30.1%	30.6%	31.4%	36.6%	39.0%	38.0%	38.4%	37.8%	37.9%	38.0%	36.3%
YoY	-	-	-	-	-	-	-	+47.2%	+52.8%	+40.3%	+32.5%	+50.1%	+46.6%	+42.6%	+7.2%
Digital Solution Business	950	1,036	1,059	1,117	1,986	3,046	4,164	1,087	1,228	1,228	1,192	2,315	3,544	4,736	1,138
% to sales	13.9%	14.4%	14.5%	14.5%	14.1%	14.3%	14.3%	13.4%	14.2%	14.4%	13.4%	13.8%	14.0%	13.9%	13.0%
YoY	-	-	-	-	-	-	-	+14.4%	+18.5%	+15.9%	+6.7%	+16.6%	+16.3%	+13.8%	+4.7%
Business Solution Business	2,077	2,180	2,231	2,326	4,257	6,488	8,814	2,107	2,209	2,220	2,511	4,316	6,537	9,049	2,308
% to sales	30.3%	30.3%	30.5%	30.2%	30.3%	30.4%	30.3%	26.0%	25.5%	26.0%	28.3%	25.8%	25.8%	26.5%	26.4%
YoY	-	-	-	-	-	-	-	+1.5%	+1.3%	(0.5%)	+8.0%	+1.4%	+0.7%	+2.7%	+9.6%
Platform, Operation Services Business	1,311	1,320	1,343	1,424	2,631	3,975	5,399	1,424	1,432	1,476	1,522	2,856	4,332	5,855	1,564
% to sales	19.1%	18.4%	18.4%	18.5%	18.7%	18.6%	18.6%	17.6%	16.5%	17.3%	17.2%	17.0%	17.1%	17.1%	17.9%
YoY	-	-	-	-	-	-	-	+8.6%	+8.5%	+9.9%	+6.9%	+8.5%	+9.0%	+8.4%	+9.8%
Digital Learning Business	504	441	371	248	945	1,317	1,565	517	416	375	236	933	1,308	1,545	565
% to sales	7.4%	6.1%	5.1%	3.2%	6.7%	6.2%	5.4%	6.4%	4.8%	4.4%	2.7%	5.6%	5.2%	4.5%	6.5%
YoY	-	-	-	-	-	-	-	+2.6%	(5.8%)	+1.1%	(4.6%)	(1.3%)	(0.6%)	(1.3%)	+9.4%
<b>Cost of sales</b>	5,394	5,493	5,604	5,866	10,888	16,493	22,359	6,300	6,791	6,491	6,749	13,091	19,583	26,332	6,873
<b>Gross profit</b>	1,461	1,695	1,715	1,824	3,156	4,872	6,696	1,798	1,871	2,056	2,125	3,670	5,726	7,852	1,880
Cloud Solution Business	505	644	592	645	1,150	1,742	2,388	673	781	856	835	1,454	2,311	3,146	671
Gross margin	25.1%	29.2%	25.6%	25.1%	27.2%	26.7%	26.2%	22.7%	23.1%	26.4%	24.5%	22.9%	24.1%	24.2%	21.2%
YoY	-	-	-	-	-	-	-	+33.1%	+21.2%	+44.7%	+29.3%	+26.4%	+32.6%	+31.8%	(0.2%)
Digital Solution Business	207	245	240	288	453	693	981	232	262	298	275	495	794	1,069	243
Gross margin	21.9%	23.7%	22.7%	25.8%	22.8%	22.8%	23.6%	21.4%	21.4%	24.3%	23.1%	21.4%	22.4%	22.6%	21.4%
YoY	-	-	-	-	-	-	-	+11.9%	+7.1%	+24.3%	(4.4%)	+9.3%	+14.5%	+9.0%	+4.8%
Business Solution Business	334	455	471	496	789	1,260	1,757	489	469	503	614	958	1,462	2,076	468
Gross margin	16.1%	20.9%	21.1%	21.3%	18.6%	19.4%	19.9%	23.2%	21.2%	22.7%	24.5%	22.2%	22.4%	22.9%	20.3%
YoY	-	-	-	-	-	-	-	+46.3%	+3.1%	+6.9%	+23.7%	+21.4%	+16.0%	+18.2%	(4.2%)
Platform, Operation Services Business	253	204	306	346	458	764	1,111	242	237	292	366	480	772	1,138	306
Gross margin	19.4%	15.5%	22.8%	24.3%	17.4%	19.2%	20.6%	17.1%	16.6%	19.8%	24.1%	16.8%	17.8%	19.4%	19.6%
YoY	-	-	-	-	-	-	-	(4.3%)	+16.3%	(4.7%)	+5.7%	+4.9%	+1.0%	+2.5%	+26.2%
Digital Learning Business	159	145	105	47	305	410	458	160	120	105	34	281	386	420	188
Gross margin	31.6%	33.0%	28.4%	19.2%	32.3%	31.2%	29.3%	31.1%	29.0%	28.0%	14.4%	30.2%	29.5%	27.2%	33.4%
YoY	-	-	-	-	-	-	-	+1.0%	(17.3%)	(0.3%)	(28.5%)	(7.8%)	(5.8%)	(8.2%)	+17.5%

- Beginning in FY3/24, some of the business segments have been revised. Salaries of employees hired following graduation during the April and May initial training period are included in selling, general and administrative expenses rather than cost of sales as in prior years. Figures in prior years use the previous classification method for these expenses. The figures for FY3/2023 are after the change.

# Orders and Order Backlog

(millions of yen)	FY3/2023							FY3/2024							FY3/2025
	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q
<b>Orders</b>	6,870	7,800	7,375	7,764	14,671	22,046	29,811	8,268	9,572	8,827	9,449	17,841	26,669	36,118	9,525
<b>YoY</b>	+9.8%	+27.0%	+13.2%	+8.1%	+18.3%	+16.6%	+14.2%	+20.4%	+22.7%	+19.7%	+21.7%	+21.6%	+21.0%	+21.2%	+15.2%
Cloud Solution Business	2,674	3,015	2,560	2,794	5,689	8,250	11,044	3,006	3,947	3,511	3,401	6,954	10,465	13,867	3,673
% to sales	38.9%	38.7%	34.7%	36.0%	38.8%	37.4%	37.0%	36.4%	41.2%	39.8%	36.0%	39.0%	39.2%	38.4%	38.6%
YoY	+3.6%	+48.4%	+4.3%	+0.4%	+23.3%	+16.7%	+12.1%	-	-	-	-	-	-	-	+22.2%
Digital Solution Business	644	734	1,050	941	1,378	2,429	3,370	1,332	1,235	1,164	1,187	2,567	3,731	4,919	1,302
% to sales	9.4%	9.4%	14.2%	12.1%	9.4%	11.0%	11.3%	16.1%	12.9%	13.2%	12.6%	14.4%	14.0%	13.6%	13.7%
YoY	+15.5%	+4.9%	+15.3%	+32.4%	+9.6%	+12.0%	+17.0%	-	-	-	-	-	-	-	(2.3)%
Business Solution Business	1,792	2,159	2,842	1,799	3,952	6,794	8,593	2,109	2,400	2,472	2,622	4,509	6,982	9,604	2,464
% to sales	26.1%	27.7%	38.5%	23.2%	26.9%	30.8%	28.8%	25.5%	25.1%	28.0%	27.8%	25.3%	26.2%	26.6%	25.9%
YoY	+14.3%	+39.7%	+85.7%	+4.6%	+26.9%	+46.3%	+35.0%	-	-	-	-	-	-	-	+16.9%
Platform, Operation Services	1,264	1,468	643	1,822	2,732	3,376	5,199	1,365	1,557	1,445	1,791	2,923	4,368	6,160	1,532
% to sales	18.4%	18.8%	8.7%	23.5%	18.6%	15.3%	17.4%	16.5%	16.3%	16.4%	19.0%	16.4%	16.4%	17.1%	16.1%
YoY	+22.3%	+10.6%	(52.2)%	+15.8%	+15.7%	(8.9)%	(1.5)%	-	-	-	-	-	-	-	+12.3%
Digital Learning Business	494	422	278	407	917	1,195	1,603	454	433	233	446	887	1,121	1,567	551
% to sales	7.2%	5.4%	3.8%	5.3%	6.3%	5.4%	5.4%	5.5%	4.5%	2.6%	4.7%	5.0%	4.2%	4.3%	5.8%
YoY	(4.4)%	(21.0)%	+1.5%	+3.4%	(12.8)%	(9.9)%	(6.8)%	-	-	-	-	-	-	-	+21.4%
<b>Order backlog</b>	5,923	-	-	-	6,426	6,682	7,135	7,165	-	-	-	7,946	7,155	8,616	9,072
<b>YoY</b>	+11.9%	-	-	-	+21.9%	+30.9%	+20.5%	+21.0%	-	-	-	+23.6%	+7.1%	+20.8%	+26.6%

- 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.)
- Beginning in FY3/24, some of the business segments have been revised.

# Balance Sheet

(millions of yen)	FY3/2023				FY3/2024				FY3/2025
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun
Current assets	15,356	15,929	16,018	16,785	16,959	17,591	17,537	19,225	18,654
Cash and deposits	10,679	11,209	10,919	10,202	11,205	11,326	11,032	12,123	11,879
Notes and accounts receivable-trade	4,167	4,285	4,556	6,094	5,116	5,700	5,817	6,577	5,903
Work in process	129	128	221	170	280	180	283	109	215
Other current assets	381	307	322	319	358	385	405	416	657
Non-current assets	3,439	3,283	3,232	4,953	4,385	4,191	4,222	4,217	4,297
Property, plant and equipment	627	652	642	731	704	682	656	649	680
Intangible assets	782	746	709	1,806	1,713	1,631	1,678	1,650	1,632
Investments and other assets	2,029	1,884	1,880	2,415	1,967	1,876	1,886	1,916	1,983
Total assets	18,796	19,212	19,251	21,738	21,345	21,782	21,759	23,442	22,951

(millions of yen)	FY3/2023				FY3/2024				FY3/2025
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun
Current liabilities	4,214	4,348	3,987	5,673	5,131	5,209	4,694	5,882	5,264
Accounts payable-trade	1,290	1,237	1,387	1,670	1,497	1,530	1,535	1,871	1,792
Short-term loans payable	340	200	200	700	700	200	200	200	200
Provision for bonuses	534	993	559	1,204	668	1,422	882	1,258	813
Other current liabilities	2,050	1,918	1,841	2,099	2,266	2,057	2,077	2,553	2,459
Non-current liabilities	641	566	556	968	908	915	904	754	745
Asset retirement obligations	254	258	271	321	321	321	310	311	311
Other non-current liabilities	387	308	285	647	587	594	594	443	434
Total liabilities	4,856	4,914	4,544	6,641	6,039	6,125	5,598	6,637	6,010
Capital stock	1,022	1,022	1,022	1,022	1,022	1,022	1,022	1,022	1,022
Capital surplus	3,631	3,631	3,631	3,631	3,631	3,652	3,652	3,652	3,652
Retained earnings	9,378	9,735	10,143	10,543	10,751	11,077	11,573	12,228	12,363
Treasury shares	(107)	(107)	(107)	(107)	(107)	(103)	(103)	(103)	(103)
Valuation and translation adjustments	15	16	17	8	8	9	17	7	7
Total net assets	13,940	14,298	14,706	15,097	15,305	15,657	16,160	16,805	16,941
Total liabilities and net assets	18,796	19,212	19,251	21,738	21,345	21,782	21,759	23,442	22,951

# Statement of Income

(millions of yen)	FY3/2023							FY3/2024							FY3/2025
	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q	2Q	3Q	4Q	2Q(total)	3Q(total)	4Q(total)	1Q
Net sales	6,855	7,189	7,320	7,691	14,045	21,365	29,056	8,098	8,662	8,548	8,874	16,761	25,310	34,185	8,753
Cost of sales	5,394	5,493	5,604	5,866	10,888	16,493	22,359	6,300	6,791	6,491	6,749	13,091	19,583	26,332	6,873
Gross profit	1,461	1,695	1,715	1,824	3,156	4,872	6,696	1,798	1,871	2,056	2,125	3,670	5,726	7,852	1,880
SG&A expenses	774	648	565	642	1,422	1,988	2,630	938	781	744	787	1,719	2,464	3,252	1,084
Operating income	686	1,047	1,150	1,181	1,733	2,883	4,065	860	1,089	1,312	1,337	1,950	3,262	4,600	795
Non-operating income	5	8	(2)	23	13	10	34	2	6	2	1	8	10	12	1
Non-operating expenses	10	(5)	18	9	5	23	32	2	10	0	2	12	12	14	3
Ordinary income	681	1,060	1,129	1,195	1,741	2,871	4,067	860	1,086	1,313	1,337	1,946	3,260	4,597	793
Profit before income taxes	767	1,057	1,129	911	1,824	2,953	3,865	867	1,084	1,314	1,287	1,951	3,266	4,553	792
Income taxes	288	350	370	161	638	1,008	1,169	308	391	452	265	700	1,152	1,418	290
Profit attributable to owners of parent	478	707	758	750	1,186	1,945	2,695	558	693	862	1,021	1,251	2,113	3,135	502

- Beginning in FY3/2024, salaries of employees hired following graduation during the April and May initial training period are included in selling, general and administrative expenses rather than cost of sales as in prior years. The figures for FY3/2023 are after the change.

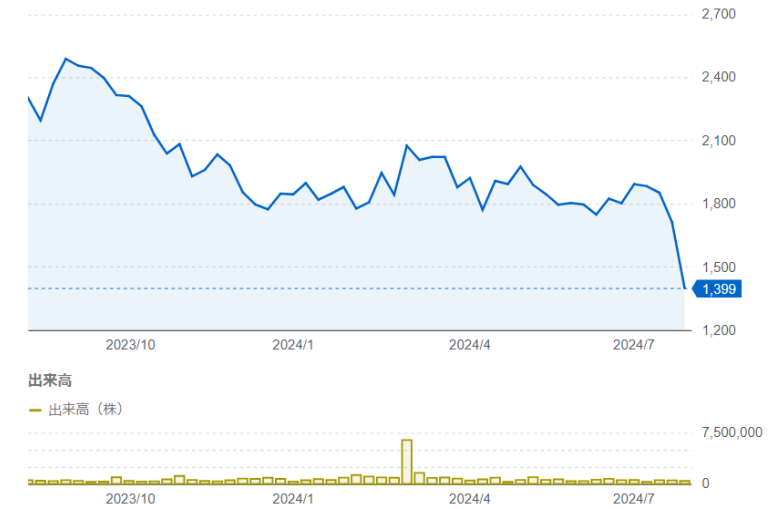
# Stock Information

## Stock status

(As of June 30, 2024)

Total number of authorized shares	<b>104,400,000</b> shares
Total number of issued shares	<b>32,241,600</b> shares
Number of shareholders	<b>12,456</b>

## Stock price trends (1 Year)



## Shareholder composition

	30-Sep-23			31-Dec-23			31-Mar-24			30-Jun-24		
	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	20	4,646,600	14.4%	20	5,074,300	15.7%	22	5,678,000	17.6%	20	5,824,600	18.1%
Securities firms	26	555,122	1.7%	31	861,622	2.7%	35	924,931	2.9%	36	823,897	2.6%
Other entities	49	7,521,633	23.3%	57	7,621,876	23.6%	79	7,586,176	23.5%	73	7,602,910	23.6%
Foreign entities, etc.	181	11,051,106	34.3%	174	10,020,883	31.1%	186	7,895,306	24.5%	184	7,956,260	24.7%
Individuals and other:	7,930	8,110,475	25.2%	7,882	8,306,145	25.8%	12,295	9,800,283	30.4%	12,142	9,675,374	30.0%
Treasury shares	1	356,664	1.1%	1	356,774	1.1%	1	356,904	1.1%	1	358,559	1.1%
Total	8,207	32,241,600	100.0%	8,165	32,241,600	100.0%	12,618	32,241,600	100.0%	12,456	32,241,600	100.0%

# Precautions

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