

Supplementary Materials for 2Q FY3/17 Financial Results for Institutional Investors

COMTURE CORPORATION

*Transforming needs
into solutions*



November 15, 2016
Koichi Mukai
Chairman & CEO

Financial Highlights

(Thousands of yen)	FY3/2015(total)			FY3/2016(total)			FY3/2017(total)		YoY	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Net sales	4,605,714	7,040,935	9,864,795	2,703,516	5,463,632	8,258,015	11,349,540	2,987,659	6,104,342	11.7%
Gross profit	3,627,162	5,549,600	7,761,461	509,094	1,154,543	1,773,680	2,510,097	657,019	1,357,660	17.6%
Operating income	978,552	1,491,334	2,103,334	179,539	542,031	860,581	1,293,274	269,291	605,231	11.7%
Ordinary income	475,045	730,796	1,047,397	183,667	543,890	864,415	1,295,441	269,018	602,554	10.8%
Profit	503,506	760,538	1,055,936	109,211	345,254	554,913	823,595	179,135	406,530	17.7%
Gross margin	78.8%	78.8%	78.7%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	
Operating margin	21.2%	21.2%	21.3%	6.6%	9.9%	10.4%	11.4%	9.0%	9.9%	
Ordinary income margin	10.3%	10.4%	10.6%	6.8%	10.0%	10.5%	11.4%	9.0%	9.9%	
Net income margin	10.9%	10.8%	10.7%	4.0%	6.3%	6.7%	7.3%	6.0%	6.7%	
Net assets	3,406,725	3,442,815	2,697,263	2,917,301	2,691,679	2,992,332	3,261,034	3,249,139	3,392,419	
Total assets	4,907,743	4,907,046	4,844,062	4,955,589	4,625,195	4,910,330	5,582,027	5,593,116	6,503,461	
Total number of issued (Shares)	5,338,200	5,342,100	5,343,900	5,346,300	5,349,900	5,350,500	5,353,500	5,354,100	5,354,100	
Net assets per share (Yen)	638.18	644.47	556.29	—	—	—	671.52	606.85	633.61	
Net income per share (Yen)	58.31	88.33	121.07	22.42	71.23	114.46	169.84	36.76	83.75	
Ratio of shareholders' (%)	69.3	70.1	55.6	58.1	69.3	60.9	58.4	58.1	52.1	
Return on equity (%)	14.8	22.1	21.7	3.7	12.8	18.5	27.7	5.5	12.0	

Balance Sheet

(Thousands of yen)	2Q FY3/15	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17
Current assets	4,090,136	4,101,398	3,609,455	3,400,115	4,090,136	3,712,129	4,410,868	3,902,540	4,859,414
Cash and deposits	2,542,051	2,465,598	1,873,002	1,659,164	2,542,051	2,016,442	2,297,518	2,044,754	2,792,272
Notes and accounts receivable-trade	1,192,603	1,265,547	1,527,347	1,456,223	1,192,603	1,436,733	1,855,828	1,497,155	1,720,692
Work in process	64,853	83,200	54,727	54,220	64,853	63,344	34,827	60,445	56,920
Other current assets	290,628	287,051	154,376	230,507	290,628	195,609	222,694	300,184	289,528
Non-current assets	817,606	805,647	1,234,607	1,225,079	817,606	1,198,200	1,171,158	1,690,575	1,644,047
Property, plant and equipment	273,488	271,941	272,220	290,061	273,488	277,305	267,559	407,644	400,457
Intangible assets	49,868	44,689	355,506	341,902	49,868	320,726	302,879	693,661	648,034
Investments and other assets	494,249	489,016	606,879	593,115	494,249	600,168	600,719	589,269	595,555
Total assets	4,907,743	4,907,046	4,844,062	4,625,195	4,907,743	4,910,330	5,582,027	5,593,116	6,503,461
	2Q FY3/15	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17
Current liabilities	1,346,157	1,309,719	1,800,075	1,739,671	1,635,282	1,624,139	1,993,037	1,885,490	2,175,932
Accounts payable-trade	557,464	644,703	689,151	592,069	612,981	612,947	750,554	666,519	723,792
Short-term loans payable	-	-	200,000	200,000	200,000	200,000	200,000	206,640	200,000
Provision for bonuses	230,701	9,351	193,118	298,087	138,957	53,435	238,150	55,308	316,147
Other current liabilities	557,991	655,661	717,803	649,515	683,344	346,743	804,331	957,021	935,990
Non-current liabilities	154,860	154,511	346,723	298,616	298,233	293,857	327,955	458,486	935,109
Net defined benefit liability			148,258	139,968	142,710	135,854	136,462	126,796	129,282
Asset retirement obligations	52,168	52,401	51,928	58,828	58,582	59,075	59,321	114,757	115,026
Other non-current liabilities	102,691	102,109	146,537	99,819	96,941	98,928	132,171	216,933	690,800
Total liabilities	1,501,018	1,464,230	2,146,798	2,038,287	1,933,516	1,917,997	2,320,992	2,343,976	3,111,041
Capital stock	1,015,787	1,016,485	1,016,808	1,017,882	1,017,237	1,017,989	1,018,526	1,018,633	1,018,633
Capital surplus	264,687	265,385	265,708	266,782	266,137	266,889	267,426	267,533	267,533
Retained earnings	2,107,901	2,140,151	2,310,047	2,539,050	2,303,007	2,612,914	2,881,596	2,876,302	3,016,324
Treasury shares	△38	△38	△910,038	△910,038	△910,038	△910,038	△910,038	△910,038	△910,169
Valuation and translation adjustments			12,031	1,474	12,829	2,477	1,676	△5,088	△1,699
Subscription rights to shares	3,238	2,909	2,707	2,150	2,504	2,099	1,846	1,796	1,796
Total net assets	3,406,725	3,442,815	2,697,263	2,917,301	2,691,679	2,992,332	3,261,034	3,249,139	3,392,419
Total liabilities and net assets	4,907,743	4,907,046	4,844,062	4,955,589	4,625,195	4,910,330	5,582,027	5,593,116	6,503,461

Statement of Income

(Thousands of yen)	2Q FY3/15	3Q FY3/15	FY3/15	1Q FY3/16	2Q FY3/16	3Q FY3/16	FY3/16	1Q FY3/17	2Q FY3/17
Net sales	4,605,714	7,040,935	9,864,795	2,703,516	5,463,632	8,258,015	11,349,540	2,987,659	6,104,342
Cost of sales	3,627,162	5,549,600	7,761,461	2,194,422	4,309,088	6,484,335	8,839,492	2,330,639	4,746,681
Gross profit	978,552	1,491,334	2,103,334	509,094	1,154,543	1,773,680	2,510,097	657,019	1,357,660
SG&A expenses	475,045	730,796	1,047,397	329,554	612,512	913,098	1,216,823	387,728	752,428
Operating income	503,506	760,538	1,055,936	179,539	542,031	860,581	1,293,274	269,291	605,231
Non-operating income	9,312	12,200	35,642	8,155	11,806	14,206	14,960	3,320	4,258
Non-operating expenses	548	548	31,646	4,027	9,947	10,372	12,793	3,593	6,935
Ordinary income	512,270	772,191	1,059,932	183,667	543,890	864,415	1,295,441	269,018	602,554
Profit before income taxes	512,270	771,966	1,057,877	183,667	543,940	864,466	1,285,489	260,635	594,074
Income taxes	201,319	300,639	416,659	74,456	198,686	309,552	461,894	81,499	187,544
Profit attributable to owners of parent	310,956	471,321	641,217	109,211	345,254	554,913	823,595	179,135	406,530

Orders and Order Backlog

(Thousands of yen)	FY3/15(total)			FY3/16(total)			FY3/17(total)		YoY	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	
Orders	4,772	7,236	11,049	2,367	4,875	7,473	14,457	3,220	5,707	+17.1%
Groupware Solutions Business	1,664	2,431	3,337	616	1,271	2,055	3,660	642	1,109	△12.8%
ERP Solutions Business	359	509	699	151	342	522	873	175	363	+6.1%
Web Solutions Business	1,215	2,001	3,010	1,077	2,283	3,430	5,066	1,280	3,400	+48.9%
Network Services Business	1,534	2,296	4,003	523	978	1,466	4,857	1,123	835	△14.6%
Order backlog	2,096	2,125	3,115	2,785	2,526	2,330	3,258	3,025	2,861	+13.3%
Groupware Solutions Business	798	709	673	634	585	611	742	663	602	+2.9%
ERP Solutions Business	177	139	144	126	125	120	146	151	127	+1.6%
Web Solutions Business	394	566	687	718	816	903	765	947	1,130	+38.5%
Network Services Business	726	711	1,612	1,307	1,000	696	1,605	1,264	1,002	+0.2%

4 segments Results

(Thousands of yen)	FY3/15(total)			FY3/16(total)				FY3/17(total)		YoY
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	2Q
Net sales	4,606	7,041	9,864	2,704	5,464	8,258	11,349	2,987	6,104	11.7%
Groupware Solutions Business	1,268	2,091	2,911	721	1,359	2,116	2,919	613	1,249	-8.1%
ERP Solutions Business	345	533	719	169	361	546	727	180	382	5.9%
Web Solutions Business	1,497	2,150	3,138	999	2,154	3,214	4,449	1,412	3,035	40.9%
Network Services Business	1,495	2,267	3,096	814	1,589	2,382	3,254	782	1,438	-9.5%
Cost of sales	3,627	5,550	7,761	2,194	4,309	6,484	8,839	2,330	4,747	10.2%
Gross profit	979	1,491	2,103	509	1,155	1,774	2,510	657	1,357	17.5%
Groupware Solutions Business	310	495	691	143	311	496	693	148	317	2.0%
ERP Solutions Business	91	145	199	46	97	146	204	51	106	9.6%
Web Solutions Business	295	407	618	164	455	680	994	302	649	42.8%
Network Services Business	283	444	595	155	292	452	619	156	285	-2.5%
Gross margin	21.2%	21.2%	21.3%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	
Groupware Solutions Business	24.4%	23.7%	23.8%	19.9%	22.9%	23.5%	23.7%	24.1%	25.4%	
ERP Solutions Business	26.3%	27.2%	27.7%	27.5%	26.8%	26.6%	28.1%	28.3%	27.7%	
Web Solutions Business	19.7%	18.9%	19.7%	16.4%	21.1%	21.2%	22.3%	21.4%	21.4%	
Network Services Business	18.9%	19.6%	21.3%	19.1%	18.4%	19.0%	19.0%	19.9%	19.8%	

Stock Information

Stock status

(As of September 30, 2016)

Total number of authorized shares **17,400,000** shares

Total number of issued shares (common stock) **5,354,100** shares

Number of shareholders (common stock) **3,661**

Shareholder composition



	31-Mar-15			30-Sep-15			31-Mar-16			30-Jun-16			30-Sep-16		
	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	No. of shareholders	No. of shares held	Shareholding ratios
Financial Insti	19	765,300	14.3%	20	660,000	12.3%	19	754,700	14.1%	19	772,600	14.4%	21	875,700	16.4%
Security firms	32	188,278	3.5%	31	231,976	4.3%	26	121,173	2.3%	30	155,015	2.9%	33	148,452	2.8%
Other entities	15	1,109,100	20.8%	15	1,107,500	20.7%	20	1,106,300	20.7%	23	1,106,100	20.7%	29	1,114,900	20.8%
Foreign entitie	49	453,300	8.5%	56	598,000	11.2%	55	670,858	12.5%	55	785,916	14.7%	47	639,333	11.9%
Individuals an	3,024	2,327,841	43.6%	3,246	2,252,343	42.1%	3,587	2,200,388	41.1%	3,274	2,034,388	38.0%	3,530	2,075,595	38.8%
Treasury share	1	500,081	9.4%	1	500,081	9.3%	1	500,081	9.3%	1	500,081	9.3%	1	500,120	9.3%
Total	3,140	5,343,900	100.0%	3,369	5,349,900	100.0%	3,708	5,353,500	100.0%	3,402	5,354,100	100.0%	3,661	5,354,100	100.0%

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