

Supplementary Materials for  
**FY3/17 Financial Results**  
for Institutional Investors

COMTURE CORPORATION

*Transforming needs  
into solutions*



May, 2017

**Koichi Mukai**  
Chairman & CEO

# Financial Highlights

(Thousands of yen)	FY3/2015(total)				FY3/2016(total)				FY3/2017(total)				YonY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Net sales	2,237,554	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	9,901,995	13,897,279	22.4%
Gross profit	730,560	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	2,133,617	3,192,131	27.2%
Operating income	169,284	978,552	1,491,334	2,103,334	179,539	542,031	860,581	1,293,274	269,291	605,231	914,839	1,522,663	17.7%
Ordinary income	171,862	475,045	730,796	1,047,397	183,667	543,890	864,415	1,295,441	269,018	602,554	937,425	1,542,714	19.1%
Profit	100,237	503,506	760,538	1,055,936	109,211	345,254	554,913	823,595	179,135	406,530	633,510	1,061,650	28.9%
Gross margin	32.6%	78.8%	78.8%	78.7%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	21.5%	23.0%	
Operating margin	7.6%	21.2%	21.2%	21.3%	6.6%	9.9%	10.4%	11.4%	9.0%	9.9%	9.2%	11.0%	
Ordinary income margin	7.7%	10.3%	10.4%	10.6%	6.8%	10.0%	10.5%	11.4%	9.0%	9.9%	9.5%	11.1%	
Net income margin	4.5%	10.9%	10.8%	10.7%	4.0%	6.3%	6.7%	7.3%	6.0%	6.7%	6.4%	7.6%	
Net assets	3,194,708	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	3,538,619	3,883,547	
Total assets	4,541,373	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	7,016,247	7,285,707	
Total number of issued (Shares)	5,330,700	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	5,354,100	5,355,300	
Net assets per share (Yen)	599.30	638.18	644.47	556.29	—	—	—	671.52	606.85	633.61	660.92	725.18	
Net income per share (Yen)	18.80	58.31	88.33	121.07	22.42	71.23	114.46	169.84	36.76	83.75	130.52	218.72	
Ratio of shareholders' (Yen)	70.3	69.3	70.1	55.6	58.1	69.3	60.9	58.4	58.1	52.1	50.4	53.3	
Return on equity (%)	3.1	14.8	22.1	21.7	3.7	12.8	18.5	27.7	5.5	12.0	17.9	29.7	

# Balance Sheet

(Thousands of yen)	FY3/13	FY3/14	FY3/15	FY3/16	FY3/17
<b>Current assets</b>	<b>3,016,487</b>	<b>3,948,703</b>	<b>3,609,455</b>	<b>4,410,868</b>	<b>5,058,144</b>
Cash and deposits	1,843,188	2,354,320	1,873,002	2,297,518	2,513,044
Notes and accounts receivable-trade	994,288	1,348,359	1,527,347	1,855,828	2,164,916
Work in process	19,503	59,408	54,727	34,827	58,345
Other current assets	159,507	186,615	154,376	222,694	321,837
<b>Non-current assets</b>	<b>1,130,714</b>	<b>851,657</b>	<b>1,234,607</b>	<b>1,171,158</b>	<b>2,227,562</b>
Property, plant and equipment	313,932	285,713	272,220	267,559	405,307
Intangible assets	84,681	60,746	355,506	302,879	923,922
Investments and other assets	732,100	505,197	606,879	600,719	898,332
<b>Total assets</b>	<b>4,147,202</b>	<b>4,800,361</b>	<b>4,844,062</b>	<b>5,582,027</b>	<b>7,285,707</b>

	FY3/13	FY3/14	FY3/15	FY3/16	FY3/17
<b>Current liabilities</b>	<b>1,248,973</b>	<b>1,430,400</b>	<b>1,800,075</b>	<b>1,993,037</b>	<b>2,519,006</b>
Accounts payable-trade	298,443	551,529	689,151	750,554	599,099
Short-term loans payable	-	-	200,000	200,000	200,000
Provision for bonuses	166,501	176,091	193,118	238,150	223,149
Other current liabilities	784,027	565,244	717,803	804,331	1,496,755
<b>Non-current liabilities</b>	<b>141,795</b>	<b>137,617</b>	<b>346,723</b>	<b>327,955</b>	<b>883,153</b>
Net defined benefit liability			148,258	136,462	
Asset retirement obligations	55,899	55,760	51,928	59,321	161,106
Other non-current liabilities	85,895	81,856	146,537	132,171	722,046
<b>Total liabilities</b>	<b>1,390,769</b>	<b>1,568,017</b>	<b>2,146,798</b>	<b>2,320,992</b>	<b>3,402,160</b>
<b>Capital stock</b>	<b>308,900</b>	<b>323,184</b>	<b>1,016,808</b>	<b>1,018,526</b>	<b>1,018,848</b>
<b>Capital surplus</b>	<b>248,900</b>	<b>263,184</b>	<b>265,708</b>	<b>267,426</b>	<b>267,748</b>
<b>Retained earnings</b>	<b>2,174,494</b>	<b>2,626,617</b>	<b>2,310,047</b>	<b>2,881,596</b>	<b>3,500,496</b>
<b>Treasury shares</b>	<b>△38</b>	<b>△38</b>	<b>△910,038</b>	<b>△910,038</b>	<b>△910,406</b>
<b>Valuation and translation adjustments</b>			<b>12,031</b>	<b>1,676</b>	<b>5,164</b>
<b>Subscription rights to shares</b>	<b>9,734</b>	<b>3,946</b>	<b>2,707</b>	<b>1,846</b>	<b>1,695</b>
<b>Total net assets</b>	<b>2,756,433</b>	<b>3,232,343</b>	<b>2,697,263</b>	<b>3,261,034</b>	<b>3,883,547</b>
<b>Total liabilities and net assets</b>	<b>4,147,202</b>	<b>4,800,361</b>	<b>4,844,062</b>	<b>5,582,027</b>	<b>7,285,707</b>

# Statement of Income

(Thousands of yen)	FY3/13	FY3/14	FY3/15	FY3/16	FY3/17
Net sales	7,168,296	8,477,472	9,864,795	11,349,540	13,897,279
Cost of sales	5,554,127	6,510,278	7,761,461	8,839,492	10,705,148
Gross profit	1,614,168	1,967,194	2,103,334	2,510,097	3,192,131
SG&A expenses	811,774	942,313	1,047,397	1,216,823	1,669,467
Operating income	802,393	1,024,881	1,055,936	1,293,274	1,522,663
Non-operating income	22,722	27,758	35,642	14,960	36,238
Non-operating expenses	14,087	9,181	31,646	12,793	16,188
Ordinary income	811,028	1,043,457	1,059,932	1,295,441	1,542,714
Profit before income taxes	801,820	1,047,333	1,057,877	1,285,489	1,527,433
Income taxes	326,028	431,536	416,659	461,894	465,782
Profit attributable to owners of parent	475,792	615,797	641,217	823,595	1,061,650

# Orders and Order Backlog

(Thousands of yen)	FY3/15(total)				FY3/16(total)				FY3/17(total)				YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<b>Orders</b>	2,381	4,823	7,287	10,940	2,367	4,868	7,466	11,339	2,754	5,707	9,773	15,857	+39.8%
Groupware Solutions Business	919	1,214	2,318	3,434	616	1,205	1,988	2,922	534	1,109	1,883	3,059	+4.7%
ERP Solutions Business	147	359	509	699	151	342	522	729	185	363	594	827	+13.3%
Web Solutions Business	615	1,733	2,165	2,985	1,077	2,330	3,476	4,426	1,594	3,400	4,746	6,228	+40.7%
Network Services Business	700	1,517	2,296	3,990	523	992	1,480	3,261	441	835	2,550	5,743	+76.1%
<b>Order backlog</b>	2,022	2,096	2,125	3,121	2,785	2,526	2,330	3,258	3,025	2,861	3,130	5,218	+60.2%
Groupware Solutions Business	878	583	567	739	634	585	611	742	663	602	509	596	△19.7%
ERP Solutions Business	141	177	139	144	126	125	120	146	151	127	165	186	+27.2%
Web Solutions Business	353	610	709	641	718	816	903	765	947	1,130	1,199	1,163	+52.0%
Network Services Business	651	726	711	1,598	1,307	1,000	696	1,605	1,264	1,002	1,257	3,273	+103.9%

# 4 segments Results

(Thousands of yen)	FY3/15(total)				FY3/16(total)				FY3/17(total)				YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<b>Net sales</b>	2,238	4,606	7,041	9,864	2,704	5,464	8,258	11,349	2,987	6,104	9,901	13,897	+22.4%
Groupware Solutions Business	646	1,268	2,091	2,911	721	1,359	2,116	2,919	613	1,249	2,116	3,205	+9.8%
ERP Solutions Business	169	345	533	719	169	361	546	727	180	382	575	787	+8.3%
Web Solutions Business	668	1,497	2,150	3,138	999	2,154	3,214	4,449	1,412	3,035	4,311	5,830	+31.0%
Network Services Business	754	1,495	2,267	3,096	814	1,589	2,382	3,254	782	1,438	2,898	4,074	+25.2%
<b>Cost of sales</b>	1,810	3,627	5,550	7,761	2,194	4,309	6,484	8,839	2,330	4,747	7,768	10,705	+27.2%
<b>Gross profit</b>	428	979	1,491	2,103	509	1,155	1,774	2,510	657	1,357	2,133	3,194	+27.3%
Groupware Solutions Business	140	310	495	691	143	311	496	693	148	317	498	777	+12.1%
ERP Solutions Business	43	91	145	199	46	97	146	204	51	106	148	201	△1.4%
Web Solutions Business	95	295	407	618	164	455	680	994	302	649	911	1,362	+37.0%
Network Services Business	150	283	444	595	155	292	452	619	156	285	575	852	+37.6%
<b>Gross margin</b>	19.1%	21.2%	21.2%	21.3%	18.8%	21.1%	21.5%	22.1%	22.0%	22.2%	21.5%	23.0%	
Groupware Solutions Business	21.6%	24.4%	23.7%	23.8%	19.9%	22.9%	23.5%	23.7%	24.1%	25.4%	23.5%	24.2%	
ERP Solutions Business	25.1%	26.3%	27.2%	27.7%	27.5%	26.8%	26.6%	28.1%	28.3%	27.7%	25.7%	25.5%	
Web Solutions Business	14.3%	19.7%	18.9%	19.7%	16.4%	21.1%	21.2%	22.3%	21.4%	21.4%	21.1%	23.4%	
Network Services Business	19.9%	18.9%	19.6%	21.3%	19.1%	18.4%	19.0%	19.0%	19.9%	19.8%	19.9%	20.9%	

# Stock Information

## Stock status

(As of March 31, 2017)

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

Total number of issued shares (common stock) **5,355,300** shares

Number of shareholders (common stock) **3,989**

## Shareholder composition

COMTURE CORPORATION

April 28, 2017



	31-Mar-16			30-Jun-16			30-Sep-16			31-Dec-16			31-Mar-17		
	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 Institutions	19	754,700	14.1%	19	772,600	14.4%	21	875,700	16.4%	21	762,700	14.2%	19	735,800	13.7%
Security firms	26	121,173	2.3%	30	155,015	2.9%	33	148,452	2.8%	38	314,358	5.9%	34	244,283	4.6%
Other entities	20	1,106,300	20.7%	23	1,106,100	20.7%	29	1,114,900	20.8%	20	1,105,300	20.6%	27	1,121,100	20.9%
Foreign entities, etc.	55	670,858	12.5%	55	785,916	14.7%	47	639,333	11.9%	50	475,543	8.9%	53	686,091	12.8%
Individuals and others	3,587	2,200,388	41.1%	3,274	2,034,388	38.0%	3,530	2,075,595	38.8%	3,832	2,196,019	41.0%	3,855	2,067,846	38.6%
Treasury shares	1	500,081	9.3%	1	500,081	9.3%	1	500,120	9.3%	1	500,180	9.3%	1	500,180	9.3%
Total	3,708	5,353,500	100.0%	3,402	5,354,100	100.0%	3,661	5,354,100	100.0%	3,962	5,354,100	100.0%	3,989	5,355,300	100.0%

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