

November 13, 2020

Brief Summary of Kessan Tanshin (Financial Report)

ALBERT Inc. (Security Code: 3906)

Fiscal Period Ended Dec. 2020 3rd quarter (January 1, 2020 - September 30, 2020)

1. Summary of Key Financial Data

(in million yen)			
	FP Ended Sep. 30 (3Q cum.)		
	2019	2020	YoY
Sales	1,648	1,912	16.0%
Operating Profit	72	86	19.2%
Ordinary Profit	75	99	32.4%
Net Income	70	-35	-%
(in yen)			
	FP Ended Sep. 30, 2020 (3Q)		
	by Existing Unit	by Fully Diluted Unit	
Earning per Unit (EPU)	-8.10	-	-

2. Highlights

- ✓ Sales was 1,912million yen (YoY +16.0%). The effects by delay in clients' decision making caused by COVID-19 impact in the business activities tend to be on the decrease.
- ✓ The pace of orders received has been recovered recently and accounting timings of sales concentrate in 4Q based on completed-construct method. The forecast of Fiscal Period Ended Dec. 31, 2020 maintains as is announced before.
- ✓ The utilization rate for some data scientists decreased since the number of new projects origination was less than expected. It caused the overall utilization rate to be weak.
- ✓ Some of system implementation projects including big projects are in operation. We will conduct further activities for implementation of AI in society.
- ✓ The sales from our focus industries share 82%. The sales from finance and distribution & infrastructure industries will be increasing due to proceeding utilization of AI.
- ✓ "Accident Reproducing System" was launched March 2020. The system was co-developed by Tokio Marine & Nichido Fire Insurance Co., Ltd. and ALBERT. ALBERT is continuing co-development with alliance partners.
- ✓ Our data scientists joined the Ministry of Health, Labour and Welfare Cluster Measures Team for support analyzing big data to prevent infection of COVID-19.
- ✓ Start considering to co-developing with the alliance partners to gain our stock revenue after FP12/20.

3. Forecasts of Fiscal Period Ended Dec. 31, 2020

(in million yen)		
	Fully year	YoY
Sales	2,900	24.8%
Operating Profit	290	53.0%
Ordinary Profit	290	49.8%
Net Income	115	-38.7%
Earning per Unit (EPU)	26.02 yen	-

This document is an English-language of the Japanese financial report "Kessan Tanshin" disclosed in Japanese on November 13, 2020.