

February 15, 2021

Brief Summary of Kessan Tanshin (Financial Report)

ALBERT Inc. (Security Code: 3906)

Fiscal Period Ended Dec. 2020 full year (January 1, 2020 – December 31, 2020)

1. Summary of Key Financial Data

	(in million yen)		
	FP Ended Dec. 31 (Full year)		
	2019	2020	YoY
Sales	2,324	2,703	16.3%
Operating Profit	189	250	32.1%
Ordinary Profit	193	272	40.8%
Net Income	187	146	-22.1%
	(in yen)		
	FP Ended Dec. 31, 2020 (Full year)		
	by Existing Unit	by Fully Diluted Unit	
Earning per Unit (EPU)	33.06	32.24	

2. Highlights

- ✓ The highest level of result on quarter basis pushed the annual results.
- ✓ The effect of the delay in clients' decision making by COVID-19 in the business activities was cleared and our business circumstances basically normalized.
- ✓ Sales was 791 million yen (YoY+17.2%), gross profit was 501 million yen (YoY+15.8%), and operating profit was 164 million yen (YoY+40.1%). Accounting timings of sales concentrated in 4Q based on completed-construct method and it marked the highest level of result on quarter basis.
- ✓ Some of system implementation projects including big projects are in operation, which projects are expected continuous orders from customers. We are focusing on the quality of projects for increasing stock business.
- ✓ Signed the contract of capital and business alliance with Mynavi Corporation on December 21, 2020 based on the CATALYST strategy.
- ✓ Mynavi corporation, widely developing recruitment business and information service mainly in finding jobs, changing jobs and part time jobs, acquires part of ALBERT's common stock held by Whiz Asia Evolution Fund, ALBERT's main shareholder.
- ✓ We aim to cultivate business relationship with priority customers and aim for linear growth.

3. Forecasts of Fiscal Period Ended Dec. 31, 2021

	(in million yen)	
	Fully year	YoY
Sales	3,380	25.0%
Operating Profit	404	61.3%
Ordinary Profit	404	48.2%
Net Income	267	82.7%
Earning per Unit (EPU)	60.41yen	-

This document is an English-language of the Japanese financial report "Kessan Tanshin" disclosed in Japanese on February 15, 2021.