

November 6, 2019

Brief Summary of Kessan Tanshin (Financial Report)

ALBERT Inc. (Security Code: 3906)

Fiscal Period Ended Dec. 2019 3rd quarter (January 1, 2019 - September 30, 2019)

1. Summary of Key Financial Data

(in million yen)			
	2018	FP Ended Sep. 30 (3Q cum.) 2019	YoY
Sales	1,100	1,648	49.9%
Operating Profit	140	72	-48.5%
Ordinary Profit	137	75	-45.3%
Net Income	123	70	-42.8%

(in yen)		
	FP Ended Sep. 30, 2019 (3Q) by Existing Unit	by Fully Diluted Unit
Earning per Unit (EPU)	21.78	15.91

2. Highlight of Fiscal Period Ended Dec. 2019 3rd quarter

- ✓ ALBERT's philosophy is "Help clients' decision-making and solve problems by our core analytics capabilities.". We contribute to industry development as an artificial intelligence (AI) development partner with a view toward AI implementation providing "Big data analysis", "AI algorithm development", "AI implementation" and versatile AI products. We also offer the data scientist training support because of the shortage in data scientists in each industry.
- ✓ Sales have been expanding stably through increasing and upsizing analytical projects. But our head quarter relocated to larger office and we hired data scientists, sales, administration staff for long-term growth on 2Q, which affected increasing SGA. And we focused on sales promotion activity to our main clients (incl. capital and business partners) on 3Q, thereby causing dropping our internal utilization rate temporarily.
- ✓ ALBERT has agreed capital and business alliance with MACNICA, Inc. and Nihon Unisys, Ltd. based on our growth strategy (CATALYST strategy) to promote data shearing in manufacturing industry and distribution / infrastructure industries.

3. Forecasts of Fiscal Period Ended Dec. 2019

Forecast disclosed on February 15, 2019 is unchanged.

(in million yen)		
	Fully year	YoY
Sales	2,400	47.2%
Operating Profit	360	79.0%
Ordinary Profit	360	80.7%
Net Income	310	24.9%
Earning per Unit (EPU)	95.14 yen	-

This document is an English-language of the Japanese financial report "Kessan Tanshin" disclosed in Japanese on Nov. 6, 2019.