



December 13, 2019

Company name: RAKUS Co., Ltd.

Stock exchange listing: Tokyo

Stock code: 3923 URL <https://www.rakus.co.jp/>

Representative: Representative Director and President Takanori Nakamura

Inquiries: Director, Strategic Planning Department Yoshifumi Matsushima

## Notice Regarding Monthly Sales in March 2020 (Nov.)

### 1. Monthly sales (Consolidated) (In million yen)

| Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov.  | Dec. | Jan. | Feb. | Mar. |
|------|-----|------|------|------|------|------|-------|------|------|------|------|
| 844  | 857 | 889  | 934  | 915  | 950  | 984  | 1,001 |      |      |      |      |

### 2. Monthly sales (Consolidated) year on year (%)

| Apr.  | May   | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec. | Jan. | Feb. | Mar. |
|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|
| 129.9 | 131.6 | 129.9 | 136.2 | 131.5 | 134.5 | 132.9 | 131.8 |      |      |      |      |

### 3. Cloud business sales year on year (%)

| Apr.  | May   | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec. | Jan. | Feb. | Mar. |
|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|
| 130.1 | 133.3 | 131.5 | 135.2 | 134.4 | 133.7 | 132.5 | 132.1 |      |      |      |      |

### 4. IT outsourcing business sales year on year (%)

| Apr.  | May   | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec. | Jan. | Feb. | Mar. |
|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|
| 129.1 | 126.0 | 124.9 | 139.2 | 122.3 | 137.8 | 134.3 | 130.7 |      |      |      |      |

### 5. Cloud business monthly recurring revenue (In million yen)

| Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. |
|------|-----|------|------|------|------|------|------|------|------|------|------|
| 598  | 612 | 626  | 641  | 654  | 671  | 686  | 704  |      |      |      |      |

### 6. Raku Raku Seisan year on year (%)

| Apr.  | May   | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec. | Jan. | Feb. | Mar. |
|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|
| 154.1 | 159.3 | 153.6 | 161.9 | 159.5 | 155.7 | 149.0 | 151.1 |      |      |      |      |

The figures are preliminary figures and may not be subject to accounting audits and may be revised at a later date.