November 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 (Oct.)

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 | | | | | |

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 | | | | | |

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 | | | | | |

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 | | | | | |

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 | | | | | |

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 | | | | | |

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