May 13, 2021

Brief Summary of Kessan Tanshin (Financial Report)

ALBERT Inc. (Security Code: 3906)
Fiscal Period Ended Dec. 2021 1st quarter (January 1, 2021 – March 31, 2021)

1. Summary of Key Financial Data

(in million yen)

	FP Ended Mar. 31 (1Q)		
	2020	2021	YoY
Sales	688	866	25.8%
Operating Profit	128	141	9.8%
Ordinary Profit	128	137	7.1%
Net Income	-55	114	-

(in yen)

	FP Ended Mar. 31, 2021 (1Q)	
	by Existing Unit	by Fully Diluted Unit
Earning per Unit (EPU)	25.99	25.35

2. Highlights

- ✓ Recording record-high sales 688 million yen (YoY +25.8%) due to expanding continuous orders from customers.
- ✓ The effect from COVID-19 in the business activities was resolved. The internal utilization rate rose to 79% in 1Q. ALBERT considers the rate will remain 75~80% after 1Q.
- ✓ Due to seasonal factors such as the start of the new fiscal year for companies closing on March 31, and our hiring new graduates, 2Q tend to be slightly weaker, but we expect to realize steady business growth from 2Q onwards as we have started to set up projects early this fiscal year.
- ✓ Some of AI system development projects are in operation, which projects are expected continuous orders from customers. ALBERT is improving the quality of sales such as expanding stock-type revenue like the AI system development project.
- ✓ Due to the AI system development project order received was delay and appearing an additional production requirement, ALBERT accounted provision for less orders received 62M JPY in 1Q. Since the AI system development project is a large-scale project consisting of multiple contracts and we expect to receive orders for system maintenance after the development, ALBERT plans to make the entire project profitable.

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 May 13, 2021.

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