



Performance in the Third Quarter of the Fiscal Year Ending March 31, 2017  
— *Supplementary Documents* —

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February 7, 2017  
**COMSYS Holdings Corporation**

**Cautionary Statement with Respect to Forward-Looking Statements**

*Some of the information in this presentation contains forward-looking statements, which are subject to various risks and uncertainties. Therefore, the Company's actual activities and business results could differ significantly.*

*Important factors bearing on the Company's actual business results include, but are not limited to, changes in the economic environment in the Company's business fields, social trends, trends in demand for the services that the Company offers, or downward pressure on prices and fees due to intensifying competition. Factors that may have an effect on the company's performance are not limited to the above.*

# 1. Consolidated Statements of Income (COMSYS.HD Consolidated)

For the Nine Months Ended December 31, 2016



(Unit: ¥100 million)

	FY March 2016	FY March 2017				(Reference) FY March 2016		
	3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)	Full Year Targets (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
<b>Orders Received</b>	2,469	2,763	294	11.9%	3,500	79.0%	3,319	74.4%
<b>Net Sales</b>	2,014	2,049	34	1.7%	3,400	60.3%	3,206	62.8%
<b>Gross Profits</b>	259	263	3	1.5%	465	56.6%	433	59.8%
<b>(Gross Profit Margin)</b>	(12.9%)	(12.8%)	-0.1 p.p.		(13.7%)		(13.5%)	
<b>Selling, General and Administrative Expenses</b>	145	153	7	5.0%	215	71.2%	195	74.6%
<b>Operating Income</b>	113	110	-3	-3.0%	250	44.0%	238	47.6%
<b>(Operating Margin)</b>	(5.6%)	(5.4%)	-0.2 p.p.		(7.4%)		(7.4%)	
<b>Recurring Profit</b>	116	112	-4	-3.8%	255	44.1%	242	48.2%
<b>(Recurring Profit Margin)</b>	(5.8%)	(5.5%)	-0.3 p.p.		(7.5%)		(7.6%)	
<b>Net Income Attributable to Owners of Parent</b>	72	71	-1	-1.6%	160	44.9%	154	47.3%
<b>(Net Profit Margin)</b>	(3.6%)	(3.5%)	-0.1 p.p.		(4.7%)		(4.8%)	

Notes: 1. Figures are rounded down to the nearest whole unit. Profit margin, percentages of increase and decrease and progress percentage data are calculated using a base unit of yen. Figures are rounded to the nearest first decimal place.  
2. p.p. = percentage points

## 2. Statements of Income for Each Principal Operating Company's Group

For the Nine Months Ended December 31, 2016



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2016 3Q Results	Mar. 2017 3Q Results	Difference	Mar. 2016 3Q Results	Mar. 2017 3Q Results	Difference	Mar. 2016 3Q Results	Mar. 2017 3Q Results	Difference	Mar. 2016 3Q Results	Mar. 2017 3Q Results	Difference
<b>Orders Received</b>	1,652	1,904	251	320	321	0	213	194	-19	314	366	52
<b>Net Sales</b>	1,310	1,340	29	272	270	-2	177	164	-12	278	298	19
<b>Gross Profits</b>	179	183	4	19	20	1	13	14	0	35	32	-2
<b>(Gross Profit Margin)</b>	(13.7%)	(13.7%)	0.0 p.p.	(7.1%)	(7.6%)	0.5 p.p.	(7.7%)	(8.7%)	1.0 p.p.	(12.6%)	(11.1%)	-1.5 p.p.
<b>Selling, General and Administrative Expenses</b>	92	98	6	16	17	0	10	10	0	20	19	-0
<b>Operating Income</b>	87	84	-2	2	3	0	3	3	0	14	13	-1
<b>(Operating Margin)</b>	(6.7%)	(6.3%)	-0.4 p.p.	(0.9%)	(1.2%)	0.3 p.p.	(1.7%)	(2.0%)	0.3 p.p.	(5.2%)	(4.5%)	-0.7 p.p.
<b>Recurring Profit</b>	90	86	-3	2	3	0	3	3	-0	15	13	-1
<b>(Recurring Profit Margin)</b>	(6.9%)	(6.5%)	-0.4 p.p.	(1.0%)	(1.2%)	0.2 p.p.	(1.9%)	(2.0%)	0.1 p.p.	(5.4%)	(4.6%)	-0.8 p.p.
<b>Net Income Attributable to Owners of Parent</b>	53	54	0	1	1	0	1	2	0	13	14	1
<b>(Net Profit Margin)</b>	(4.1%)	(4.0%)	-0.1 p.p.	(0.5%)	(0.7%)	0.2 p.p.	(1.0%)	(1.2%)	0.2 p.p.	(4.7%)	(4.8%)	0.1 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2017 Full Year Targets	Mar. 2017 3Q Results	Progress Rate	Mar. 2017 Full Year Targets	Mar. 2017 3Q Results	Progress Rate	Mar. 2017 Full Year Targets	Mar. 2017 3Q Results	Progress Rate	Mar. 2017 Full Year Targets	Mar. 2017 3Q Results	Progress Rate
<b>Orders Received</b>	2,346	1,904	81.2%	478	321	67.2%	294	194	66.1%	435	366	84.3%
<b>Net Sales</b>	2,291	1,340	58.5%	457	270	59.2%	294	164	56.0%	442	298	67.4%
<b>Gross Profits</b>	332	183	55.3%	39	20	52.6%	26	14	54.8%	53	32	62.2%
<b>(Gross Profit Margin)</b>	(14.5%)	(13.7%)		(8.5%)	(7.6%)		(8.8%)	(8.7%)		(12.0%)	(11.1%)	
<b>Selling, General and Administrative Expenses</b>	139	98	71.1%	23	17	75.4%	14	10	78.4%	28	19	70.2%
<b>Operating Income</b>	192	84	44.2%	15	3	21.3%	12	3	27.3%	25	13	53.2%
<b>(Operating Margin)</b>	(8.4%)	(6.3%)		(3.3%)	(1.2%)		(4.1%)	(2.0%)		(5.7%)	(4.5%)	

Notes: 1. Figures are rounded down to the nearest whole unit. Profit margin and progress percentage data are calculated using a base unit of yen. Figures are rounded to the nearest first decimal place.

2. Business transactions between operating groups have not been eliminated.

3. p.p. = percentage points

### 3. Orders Received, Net Sales, and Contract Backlogs by Business Area (COMSYS.HD Consolidated)



(Unit: ¥100 million)

◆ <i>Orders Received</i> (Nine months ended December 31)	FY March 2016	FY March 2017				(Reference) FY March 2016		
	3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)	Full Year Targets (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
Business Area								
<b>NTT Engineering</b>	1,396	1,504	107	7.7%	1,765	85.2%	1,884	74.1%
<b>NCC Engineering</b>	192	193	1	1.0%	255	76.1%	269	71.3%
<b>IT Solutions</b>	365	404	39	10.7%	575	70.4%	522	70.0%
<b>Social System-Related and Other</b>	515	660	145	28.2%	905	73.0%	644	80.0%
<b>Total</b>	2,469	2,763	294	11.9%	3,500	79.0%	3,319	74.4%

◆ <i>Net Sales</i> (Nine months ended December 31)	FY March 2016	FY March 2017				(Reference) FY March 2016		
	3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)	Full Year Targets (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
Business Area								
<b>NTT Engineering</b>	1,128	1,147	18	1.6%	1,825	62.9%	1,825	61.8%
<b>NCC Engineering</b>	183	162	-20	-11.3%	270	60.4%	271	67.6%
<b>IT Solutions</b>	323	319	-4	-1.5%	540	59.1%	507	63.8%
<b>Social System-Related and Other</b>	378	419	41	11.0%	765	54.9%	600	62.9%
<b>Total</b>	2,014	2,049	34	1.7%	3,400	60.3%	3,206	62.8%

◆ <i>Contract Backlogs</i> (Nine months ended December 31)	FY March 2016	FY March 2017		
	3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)
Business Area				
<b>NTT Engineering</b>	768	916	147	19.2%
<b>NCC Engineering</b>	50	70	19	39.5%
<b>IT Solutions</b>	161	219	58	36.2%
<b>Social System-Related and Other</b>	456	521	65	14.3%
<b>Total</b>	1,436	1,727	291	20.3%

Note: Figures are rounded down to the nearest whole unit. Increase and decrease as well as progress percentage data are calculated using a base unit of yen. Figures are rounded to the nearest first decimal place.

## 4. Orders Received and Net Sales by Detailed Business Area for Five Companies on a Non-Consolidated Simple Sum Basis



(Unit: ¥100 million)

◆ <i>Orders Received</i> (Nine months ended December 31)		FY March 2016		FY March 2017			(Reference) FY March 2016		
		3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)	Full Year Targets (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
NTT Engineering	Access	723	789	65	9.1%	945	83.5%	973	74.3%
	Network	174	144	-30	-17.5%	200	72.1%	245	71.1%
	Mobile	489	556	66	13.6%	600	92.7%	650	75.3%
	Subtotal	1,387	1,489	102	7.4%	1,745	85.4%	1,870	74.2%
NCC Engineering		190	194	3	1.9%	255	76.3%	267	71.3%
IT Solutions		281	316	34	12.3%	450	70.3%	413	68.1%
Social System-Related and Other		328	380	52	16.0%	490	77.7%	392	83.5%
Total		2,188	2,381	192	8.8%	2,940	81.0%	2,944	74.3%

◆ <i>Net Sales</i> (Nine months ended December 31)		FY March 2016		FY March 2017			(Reference) FY March 2016		
		3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)	Full Year Targets (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
NTT Engineering	Access	596	645	48	8.2%	980	65.9%	963	61.9%
	Network	126	128	1	1.3%	220	58.3%	228	55.4%
	Mobile	396	357	-39	-9.9%	590	60.6%	620	64.0%
	Subtotal	1,120	1,131	11	1.0%	1,790	63.2%	1,812	61.8%
NCC Engineering		183	163	-19	-10.8%	270	60.5%	270	67.7%
IT Solutions		243	239	-4	-1.9%	415	57.6%	391	62.3%
Social System-Related and Other		173	208	34	19.7%	385	54.1%	319	54.4%
Total		1,721	1,742	20	1.2%	2,860	60.9%	2,794	61.6%

Notes: 1. The non-consolidated simple sum data are for the following five companies: Nippon COMSYS Corporation; SANWA COMSYS Engineering Corporation; TOSYS CORPORATION; TSUKEN Corporation; and COMSYS JOHO SYSTEM Corporation.

2. Figures are rounded down to the nearest whole unit. Increase and decrease as well as progress percentage data are calculated using a base unit of yen. Figures are rounded to the nearest first decimal place.

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