



Performance in the Third Quarter of the Fiscal Year Ending March 31, 2018
— *Supplementary Documents* —

February 6, 2018
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, 2017



(Unit: ¥100 million)

	FY March 2017	FY March 2018					(Reference) FY March 2017	
	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)
Orders Received	2,763	2,911	147	5.4%	3,900	74.7%	3,701	74.7%
Net Sales	2,049	2,436	387	18.9%	3,800	64.1%	3,341	61.3%
Gross Profits	263	336	73	28.0%	520	64.8%	457	57.6%
(Gross Profit Margin)	(12.8%)	(13.8%)	1.0 p.p.		(13.7%)		(13.7%)	
Selling, General and Administrative Expenses	153	168	15	10.1%	235	71.7%	206	74.0%
Operating Income	110	168	58	53.0%	285	59.1%	250	44.0%
(Operating Margin)	(5.4%)	(6.9%)	1.5 p.p.		(7.5%)		(7.5%)	
Recurring Profit	112	171	58	52.3%	291	58.8%	253	44.3%
(Recurring Profit Margin)	(5.5%)	(7.0%)	1.5 p.p.		(7.7%)		(7.6%)	
Net Income Attributable to Owners of Parent	71	117	45	63.8%	200	58.8%	144	49.6%
(Net Profit Margin)	(3.5%)	(4.8%)	1.3 p.p.		(5.3%)		(4.3%)	

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, 2017



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2017 3Q Results	Mar. 2018 3Q Results	Difference	Mar. 2017 3Q Results	Mar. 2018 3Q Results	Difference	Mar. 2017 3Q Results	Mar. 2018 3Q Results	Difference	Mar. 2017 3Q Results	Mar. 2018 3Q Results	Difference
Orders Received	1,904	1,940	35	321	419	98	194	194	0	366	375	9
Net Sales	1,340	1,605	264	270	349	79	164	188	24	298	320	22
Gross Profits	183	227	43	20	42	22	14	16	2	32	34	1
(Gross Profit Margin)	(13.7%)	(14.2%)	0.5 p.p.	(7.6%)	(12.2%)	4.6 p.p.	(8.7%)	(9.0%)	0.3 p.p.	(11.1%)	(10.6%)	-0.5 p.p.
Selling, General and Administrative Expenses	98	112	13	17	17	0	10	10	-0	19	21	2
Operating Income	84	115	30	3	25	21	3	6	2	13	12	-0
(Operating Margin)	(6.3%)	(7.2%)	0.9 p.p.	(1.2%)	(7.2%)	6.0 p.p.	(2.0%)	(3.3%)	1.3 p.p.	(4.5%)	(3.9%)	-0.6 p.p.
Recurring Profit	86	116	30	3	25	22	3	6	3	13	13	-0
(Recurring Profit Margin)	(6.5%)	(7.3%)	0.8 p.p.	(1.2%)	(7.3%)	6.1 p.p.	(2.0%)	(3.4%)	1.4 p.p.	(4.6%)	(4.1%)	-0.5 p.p.
Net Income Attributable to Owners of Parent	54	81	27	1	16	15	2	5	3	14	8	-5
(Net Profit Margin)	(4.0%)	(5.1%)	1.1 p.p.	(0.7%)	(4.9%)	4.2 p.p.	(1.2%)	(2.7%)	1.5 p.p.	(4.8%)	(2.6%)	-2.2 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2018 Full Year Targets	Mar. 2018 3Q Results	Progress Rate	Mar. 2018 Full Year Targets	Mar. 2018 3Q Results	Progress Rate	Mar. 2018 Full Year Targets	Mar. 2018 3Q Results	Progress Rate	Mar. 2018 Full Year Targets	Mar. 2018 3Q Results	Progress Rate
Orders Received	2,670	1,940	72.7%	510	419	82.3%	278	194	70.1%	485	375	77.5%
Net Sales	2,616	1,605	61.4%	479	349	73.0%	290	188	65.1%	485	320	66.2%
Gross Profits	373	227	61.0%	43	42	99.6%	28	16	60.5%	57	34	59.9%
(Gross Profit Margin)	(14.3%)	(14.2%)		(9.0%)	(12.2%)		(9.7%)	(9.0%)		(11.8%)	(10.6%)	
Selling, General and Administrative Expenses	156	112	71.9%	24	17	73.5%	15	10	71.1%	30	21	72.3%
Operating Income	217	115	53.1%	19	25	132.5%	13	6	48.1%	27	12	46.2%
(Operating Margin)	(8.3%)	(7.2%)		(4.0%)	(7.2%)		(4.5%)	(3.3%)		(5.6%)	(3.9%)	

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 2017	FY March 2018				(Reference) FY March 2017		
	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								
NTT Engineering	1,504	1,411	-93	-6.2%	1,800	78.4%	2,035	73.9%
NCC Engineering	193	280	86	44.5%	310	90.4%	284	68.1%
IT Solutions	404	453	48	12.0%	620	73.1%	553	73.1%
Social System-Related and Other	660	767	106	16.1%	1,170	65.6%	828	79.7%
Total	2,763	2,911	147	5.4%	3,900	74.7%	3,701	74.7%

◆ <i>Net Sales</i> (Nine months ended December 31)	FY March 2017	FY March 2018				(Reference) FY March 2017		
	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								
NTT Engineering	1,147	1,235	87	7.7%	1,845	66.9%	1,845	62.2%
NCC Engineering	162	235	72	44.2%	295	79.7%	274	59.4%
IT Solutions	319	356	37	11.6%	600	59.4%	550	57.9%
Social System-Related and Other	419	609	190	45.3%	1,060	57.5%	671	62.5%
Total	2,049	2,436	387	18.9%	3,800	64.1%	3,341	61.3%

◆ <i>Contract Backlogs</i> (Nine months ended December 31)	FY March 2017	FY March 2018		
	3Q Results (a)	3Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)
Business Area				
NTT Engineering	916	925	9	1.0%
NCC Engineering	70	95	24	35.2%
IT Solutions	219	233	13	6.3%
Social System-Related and Other	521	595	73	14.1%
Total	1,727	1,849	121	7.0%

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)

◆ Orders Received (Nine months ended December 31)		FY March 2017		FY March 2018			(Reference) FY March 2017		
		3Q Results	3Q Results	Difference (c)	Percentage Difference	Full Year Targets	Progress Rate	Full Year Results	Progress Rate
		(a)	(b)	(b) – (a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
NTT Engineering	Access	789	745	-43	-5.5%	990	75.3%	1,061	74.3%
	Network	144	145	1	0.9%	205	70.9%	240	59.8%
	Mobile	556	511	-44	-8.1%	585	87.4%	716	77.6%
	Subtotal	1,489	1,402	-87	-5.9%	1,780	78.8%	2,019	73.8%
NCC Engineering		194	281	86	44.5%	310	90.6%	285	68.1%
IT Solutions		316	357	41	13.1%	485	73.8%	434	72.8%
Social System-Related and Other		380	318	-62	-16.4%	475	67.0%	431	88.3%
Total		2,381	2,359	-22	-0.9%	3,050	77.4%	3,170	75.1%

◆ Net Sales (Nine months ended December 31)		FY March 2017		FY March 2018			(Reference) FY March 2017		
		3Q Results	3Q Results	Difference (c)	Percentage Difference	Full Year Targets	Progress Rate	Full Year Results	Progress Rate
		(a)	(b)	(b) – (a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
NTT Engineering	Access	645	659	14	2.2%	1,030	64.1%	1,021	63.2%
	Network	128	135	7	5.9%	200	67.9%	229	55.8%
	Mobile	357	431	73	20.6%	580	74.3%	572	62.4%
	Subtotal	1,131	1,226	95	8.4%	1,810	67.8%	1,823	62.0%
NCC Engineering		163	235	72	44.2%	295	79.9%	274	59.4%
IT Solutions		239	271	32	13.6%	485	56.0%	435	54.9%
Social System-Related and Other		208	213	5	2.6%	410	52.1%	359	57.9%
Total		1,742	1,947	205	11.8%	3,000	64.9%	2,893	60.2%

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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