



Performance in the First Quarter of the Fiscal Year Ending March 31, 2019
— *Supplementary Documents* —

August 3, 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 Three Months Ended June 30, 2018



(Unit: ¥100 million)

	FY March 2018	FY March 2019					(Reference) FY March 2018	
	1Q Results (a)	1Q 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	794	977	182	23.0%	4,000	24.4%	4,022	19.8%
Net Sales	639	822	183	28.7%	4,000	20.6%	3,800	16.8%
Gross Profits	85	100	14	17.1%	560	17.9%	534	16.0%
(Gross Profit Margin)	(13.4%)	(12.2%)	-1.2 p.p.		(14.0%)		(14.1%)	
Selling, General and Administrative Expenses	50	59	9	18.1%	240	25.0%	230	22.0%
Operating Income	34	40	5	15.7%	320	12.6%	303	11.5%
(Operating Margin)	(5.5%)	(4.9%)	-0.6 p.p.		(8.0%)		(8.0%)	
Recurring Profit	36	42	5	16.0%	322	13.2%	307	11.9%
(Recurring Profit Margin)	(5.7%)	(5.2%)	-0.5 p.p.		(8.1%)		(8.1%)	
Net Income Attributable to Owners of Parent	26	27	1	6.6%	210	13.3%	203	12.8%
(Net Profit Margin)	(4.1%)	(3.4%)	-0.7 p.p.		(5.3%)		(5.4%)	

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 (By Operating Groups)

For the Three Months Ended June 30, 2018



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2018 1Q Results	Mar. 2019 1Q Results	Difference	Mar. 2018 1Q Results	Mar. 2019 1Q Results	Difference	Mar. 2018 1Q Results	Mar. 2019 1Q Results	Difference	Mar. 2018 1Q Results	Mar. 2019 1Q Results	Difference
Orders Received	500	651	150	112	122	10	65	73	7	120	129	8
Net Sales	403	553	150	89	108	19	55	62	6	93	100	6
Gross Profits	54.4	66.9	12.4	10.5	11.7	1.1	5.4	5.4	0.0	10.4	10.0	-0.3
(Gross Profit Margin)	(13.5%)	(12.1%)	-1.4 p.p.	(11.8%)	(10.8%)	-1.0 p.p.	(9.7%)	(8.6%)	-1.1 p.p.	(11.1%)	(10.0%)	-1.1 p.p.
Selling, General and Administrative Expenses	31.6	40.0	8.4	6.2	6.3	0.1	3.4	3.7	0.3	7.4	7.4	0.0
Operating Income	22.8	26.9	4.0	4.2	5.3	1.0	1.9	1.6	-0.3	3.0	2.6	-0.3
(Operating Margin)	(5.7%)	(4.9%)	-0.8 p.p.	(4.8%)	(4.9%)	0.1 p.p.	(3.6%)	(2.7%)	-0.9 p.p.	(3.2%)	(2.6%)	-0.6 p.p.
Recurring Profit	24.0	28.4	4.3	4.3	5.3	1.0	2.1	1.8	-0.2	3.3	3.0	-0.3
(Recurring Profit Margin)	(6.0%)	(5.1%)	-0.9 p.p.	(4.8%)	(4.9%)	0.1 p.p.	(3.8%)	(3.0%)	-0.8 p.p.	(3.6%)	(3.0%)	-0.6 p.p.
Net Income Attributable to Owners of Parent	18.0	18.6	0.6	2.7	3.6	0.8	1.4	1.1	-0.2	2.2	2.0	-0.2
(Net Profit Margin)	(4.5%)	(3.4%)	-1.1 p.p.	(3.1%)	(3.3%)	0.2 p.p.	(2.5%)	(1.8%)	-0.7 p.p.	(2.4%)	(2.0%)	-0.4 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2019 Full Year Targets	Mar. 2019 1Q Results	Progress Rate	Mar. 2019 Full Year Targets	Mar. 2019 1Q Results	Progress Rate	Mar. 2019 Full Year Targets	Mar. 2019 1Q Results	Progress Rate	Mar. 2019 Full Year Targets	Mar. 2019 1Q Results	Progress Rate
Orders Received	2,730	651	23.8%	605	122	20.3%	290	73	25.3%	500	129	25.9%
Net Sales	2,770	553	20.0%	565	108	19.2%	300	62	20.9%	505	100	19.9%
Gross Profits	380	66.9	17.6%	66	11.7	17.8%	29	5.4	18.7%	62	10.0	16.2%
(Gross Profit Margin)	(13.7%)	(12.1%)		(11.7%)	(10.8%)		(9.7%)	(8.6%)		(12.3%)	(10.0%)	
Selling, General and Administrative Expenses	160	40.0	25.0%	24	6.3	26.7%	15	3.7	24.9%	31	7.4	23.9%
Operating Income	220	26.9	12.3%	42	5.3	12.7%	14	1.6	12.1%	31	2.6	8.6%
(Operating Margin)	(7.9%)	(4.9%)		(7.4%)	(4.9%)		(4.7%)	(2.7%)		(6.1%)	(2.6%)	

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> (Three months ended June 30)	FY March 2018	FY March 2019				(Reference) FY March 2018		
	1Q Results (a)	1Q 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	457	448	-9	-2.0%	1,755	25.6%	1,845	24.8%
NCC Engineering	77	84	7	9.2%	380	22.2%	392	19.7%
IT Solutions	138	177	39	28.7%	640	27.8%	604	22.8%
Social System-Related and Other	121	266	144	119.5%	1,225	21.7%	1,180	10.3%
Total	794	977	182	23.0%	4,000	24.4%	4,022	19.8%

◆ <i>Net Sales</i> (Three months ended June 30)	FY March 2018	FY March 2019				(Reference) FY March 2018		
	1Q Results (a)	1Q 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	361	387	25	7.1%	1,830	21.2%	1,859	19.5%
NCC Engineering	60	73	13	21.6%	350	21.0%	357	16.9%
IT Solutions	99	110	11	11.5%	600	18.4%	590	16.8%
Social System-Related and Other	117	250	133	113.1%	1,220	20.6%	992	11.9%
Total	639	822	183	28.7%	4,000	20.6%	3,800	16.8%

◆ <i>Contract Backlogs</i>	FY March 2018	FY March 2019		
	1Q Results (a)	1Q Results (b)	Difference (c) (b) – (a)	Percentage Difference (c)/(a)
Business Area				
NTT Engineering	845	795	-49	-5.8%
NCC Engineering	66	95	29	43.5%
IT Solutions	175	217	42	24.1%
Social System-Related and Other	441	640	199	45.1%
Total	1,528	1,750	221	14.5%

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 (Three months ended June 30)		FY March 2018		FY March 2019			(Reference) FY March 2018		
		1Q Results (a)	1Q 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	251	266	14	5.8%	985	27.0%	997	25.2%
	Network	48	48	0	0.2%	190	25.6%	197	24.6%
	Mobile	153	130	-23	-15.2%	565	23.1%	638	24.1%
	Subtotal	453	445	-8	-1.9%	1,740	25.6%	1,833	24.8%
NCC Engineering		77	84	7	9.9%	380	22.3%	393	19.6%
IT Solutions		101	131	29	29.2%	505	26.1%	483	21.1%
Social System-Related and Other		44	93	49	112.5%	485	19.3%	539	8.2%
Total		677	755	78	11.6%	3,110	24.3%	3,250	20.8%

◆Net Sales (Three months ended June 30)		FY March 2018		FY March 2019			(Reference) FY March 2018		
		1Q Results (a)	1Q 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	207	236	29	13.9%	1,000	23.7%	1,008	20.6%
	Network	30	34	3	11.9%	200	17.3%	208	14.8%
	Mobile	120	113	-6	-5.6%	600	18.9%	632	19.0%
	Subtotal	358	384	25	7.2%	1,800	21.4%	1,849	19.4%
NCC Engineering		60	74	13	22.8%	350	21.2%	358	16.9%
IT Solutions		74	78	4	6.6%	465	17.0%	465	15.9%
Social System-Related and Other		46	93	46	98.7%	480	19.4%	397	11.8%
Total		540	631	90	16.8%	3,095	20.4%	3,071	17.6%

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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