



Performance in the First Quarter of the Fiscal Year Ending March 31, 2021 — Supplementary Documents —

August 7, 2020

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, 2020



(Unit: ¥100 million)

	FY March 2020	FY March 2021					(Reference) FY March 2020	
	1Q Results (a)	1Q Results (b)	Difference (c) (b)-(a)	Percentage Difference (c)/(a)	Full Year Forecasts (d)	Progress Rate (b)/(d)	Full Year Results (e)	Progress Rate (a)/(e)
Orders Received	1,396	1,299	-97	-7.0%	5,650	23.0%	5,907	23.6%
Net Sales	1,119	1,047	-72	-6.4%	5,600	18.7%	5,608	20.0%
Gross Profits	136	120	-16	-11.8%	730	16.6%	736	18.6%
(Gross Profit Margin)	(12.2%)	(11.5%)	-0.7 p.p.		(13.0%)		(13.1%)	
SG&A Expenses	87	84	-2	-3.2%	350	24.1%	346	25.2%
Operating Profit	49	36	-13	-26.9%	380	9.6%	389	12.8%
(Operating Margin)	(4.4%)	(3.5%)	-0.9 p.p.		(6.8%)		(6.9%)	
Ordinary Profit	55	41	-13	-24.1%	385	10.9%	400	13.8%
(Ordinary Profit Margin)	(4.9%)	(4.0%)	-0.9 p.p.		(6.9%)		(7.1%)	
Profit Attributable to Owners of Parent	35	28	-6	-17.6%	255	11.3%	259	13.5%
(Net Profit Margin)	(3.1%)	(2.8%)	-0.3 p.p.		(4.6%)		(4.6%)	

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, and figures are rounded to the nearest first decimal place.
2. p.p. = percentage points

2-1. Statements of Income for Each Principal Operating Company's Group

For the Three Months Ended June 30, 2020



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference
	1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results	
Orders Received	725	652	-72	117	125	7	91	71	-19	140	132	-8
Net Sales	569	507	-62	114	98	-15	54	60	6	104	105	0
Gross Profits	65.2	56.4	-8.8	16.7	12.1	-4.5	3.7	5.0	1.2	13.3	12.3	-0.9
(Gross Profit Margin)	(11.5%)	(11.1%)	-0.4 p.p.	(14.6%)	(12.4%)	-2.2 p.p.	(7.0%)	(8.3%)	1.3 p.p.	(12.7%)	(11.7%)	-1.0 p.p.
SG&A Expenses	41.1	38.4	-2.7	6.8	6.7	-0.0	3.9	3.8	-0.0	7.7	8.2	0.5
Operating Profit	24.1	18.0	-6.1	9.8	5.4	-4.4	-0.1	1.2	1.3	5.6	4.0	-1.5
(Operating Margin)	(4.2%)	(3.6%)	-0.6 p.p.	(8.7%)	(5.5%)	-3.2 p.p.	(-0.2%)	(2.1%)	2.3 p.p.	(5.4%)	(3.9%)	-1.5 p.p.
Ordinary Profit	25.7	19.5	-6.2	10.0	5.7	-4.3	0.0	1.4	1.3	6.1	4.3	-1.7
(Ordinary Profit Margin)	(4.5%)	(3.8%)	-0.7 p.p.	(8.8%)	(5.8%)	-3.0 p.p.	(-0.2%)	(2.4%)	2.2 p.p.	(5.9%)	(4.1%)	-1.8 p.p.
Profit Attributable to Owners of Parent	16.2	15.2	-0.9	6.8	3.7	-3.0	-0.2	0.7	0.9	3.9	2.3	-1.5
(Net Profit Margin)	(2.9%)	(3.0%)	0.1 p.p.	(6.0%)	(3.8%)	-2.2 p.p.	(-0.5%)	(1.2%)	1.7 p.p.	(3.8%)	(2.3%)	-1.5 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2021	Mar. 2021	Progress Rate	Mar. 2021	Mar. 2021	Progress Rate	Mar. 2021	Mar. 2021	Progress Rate	Mar. 2021	Mar. 2021	Progress Rate
	Full Year Forecasts	1Q Results		Full Year Forecasts	1Q Results		Full Year Forecasts	1Q Results		Full Year Forecasts	1Q Results	
Orders Received	2,890	652	22.6%	660	125	19.0%	310	71	23.0%	520	132	25.5%
Net Sales	2,950	507	17.2%	640	98	15.4%	320	60	19.0%	550	105	19.2%
Gross Profits	360	56.4	15.7%	82	12.1	14.8%	30	5.0	16.9%	73	12.3	16.9%
(Gross Profit Margin)	(12.2%)	(11.1%)		(12.8%)	(12.4%)		(9.4%)	(8.3%)		(13.3%)	(11.7%)	
SG&A Expenses	158	38.4	24.3%	27	6.7	25.1%	14	3.8	26.3%	35	8.2	23.2%
Operating Profit	202	18.0	8.9%	55	5.4	9.8%	15	1.2	8.1%	37	4.0	10.9%
(Operating Margin)	(6.8%)	(3.6%)		(8.6%)	(5.5%)		(4.8%)	(2.1%)		(6.8%)	(3.9%)	

Note: 1. Business transactions between operating groups have not been eliminated.

2. p.p. = percentage points

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

For the Three Months Ended June 30, 2020



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2020 1Q Results	Mar. 2021 1Q Results	Difference	Mar. 2020 1Q Results	Mar. 2021 1Q Results	Difference	Mar. 2020 1Q Results	Mar. 2021 1Q Results	Difference	Mar. 2020 1Q Results	Mar. 2021 1Q Results	Difference
Orders Received	216	203	-12	73	72	-1	36	38	1	43	39	-3
Net Sales	194	182	-11	56	59	2	32	36	4	27	29	2
Gross Profits	21.7	19.8	-1.8	5.2	5.0	-0.2	4.2	4.2	-0.0	4.4	3.5	-0.9
(Gross Profit Margin)	(11.2%)	(10.9%)	-0.3 p.p.	(9.4%)	(8.4%)	-1.0 p.p.	(13.4%)	(11.7%)	-1.7 p.p.	(16.1%)	(11.9%)	-4.2 p.p.
SG&A Expenses	15.9	15.4	-0.4	5.7	4.7	-1.0	3.7	4.0	0.3	1.7	2.1	0.3
Operating Profit	5.7	4.4	-1.3	-0.4	0.2	0.7	0.5	0.1	-0.4	2.6	1.4	-1.2
(Operating Margin)	(3.0%)	(2.4%)	-0.6 p.p.	(-0.9%)	(0.5%)	1.4 p.p.	(1.8%)	(0.3%)	-1.5 p.p.	(9.7%)	(4.8%)	-4.9 p.p.
Ordinary Profit	7.7	6.3	-1.4	0.4	1.4	1.0	0.7	0.2	-0.4	2.6	1.4	-1.2
(Ordinary Profit Margin)	(4.0%)	(3.5%)	-0.5 p.p.	(0.7%)	(2.4%)	1.7 p.p.	(2.3%)	(0.8%)	-1.5 p.p.	(9.7%)	(4.8%)	-4.9 p.p.
Profit Attributable to Owners of Parent	4.8	3.4	-1.4	0.1	1.3	1.1	0.3	0.2	-0.1	1.7	0.9	-0.7
(Net Profit Margin)	(2.5%)	(1.9%)	-0.6 p.p.	(0.4%)	(2.3%)	1.9 p.p.	(1.0%)	(0.6%)	-0.4 p.p.	(6.3%)	(3.2%)	-3.1 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2021 Full Year Forecasts	Mar. 2021 1Q Results	Progress Rate	Mar. 2021 Full Year Forecasts	Mar. 2021 1Q Results	Progress Rate	Mar. 2021 Full Year Forecasts	Mar. 2021 1Q Results	Progress Rate	Mar. 2021 Full Year Forecasts	Mar. 2021 1Q Results	Progress Rate
Orders Received	780	203	26.1%	330	72	21.9%	160	38	24.0%	140	39	28.5%
Net Sales	790	182	23.1%	340	59	17.5%	160	36	22.6%	135	29	22.1%
Gross Profits	101	19.8	19.7%	36	5.0	13.9%	21	4.2	20.1%	22	3.5	16.1%
(Gross Profit Margin)	(12.8%)	(10.9%)		(10.6%)	(8.4%)		(13.1%)	(11.7%)		(16.3%)	(11.9%)	
SG&A Expenses	63	15.4	24.6%	23	4.7	20.3%	16	4.0	24.5%	8	2.1	25.6%
Operating Profit	38	4.4	11.6%	12	0.2	2.3%	4	0.1	2.7%	13	1.4	10.4%
(Operating Margin)	(4.8%)	(2.4%)		(3.8%)	(0.5%)		(2.7%)	(0.3%)		(10.1%)	(4.8%)	

Note: 1. Business transactions between operating groups have not been eliminated.

2. p.p. = percentage points

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



(Unit: ¥100 million)

◆ Orders Received (Three months ended June 30)	FY March 2020		FY March 2021				(Reference) FY March 2020	
	1Q Results	1Q Results	Difference (c)	Percentage Difference	Full Year Forecasts	Progress Rate	Full Year Results	Progress Rate
	(a)	(b)	(b)-(a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
Business Area								
NTT Engineering	634	546	-87	-13.8%	2,290	23.9%	2,554	24.8%
NCC Engineering	90	106	15	17.3%	510	20.8%	434	20.8%
IT Solutions	282	286	4	1.4%	1,030	27.9%	1,008	28.0%
Social System-Related and Other	388	359	-29	-7.5%	1,820	19.8%	1,909	20.4%
Total	1,396	1,299	-97	-7.0%	5,650	23.0%	5,907	23.6%

◆ Net Sales (Three months ended June 30)	FY March 2020		FY March 2021				(Reference) FY March 2020	
	1Q Results	1Q Results	Difference (c)	Percentage Difference	Full Year Forecasts	Progress Rate	Full Year Results	Progress Rate
	(a)	(b)	(b)-(a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
Business Area								
NTT Engineering	492	471	-20	-4.3%	2,410	19.6%	2,504	19.7%
NCC Engineering	92	79	-12	-13.8%	480	16.6%	437	21.1%
IT Solutions	198	170	-28	-14.1%	1,010	16.9%	981	20.2%
Social System-Related and Other	335	325	-10	-3.0%	1,700	19.2%	1,685	19.9%
Total	1,119	1,047	-72	-6.4%	5,600	18.7%	5,608	20.0%

◆ Contract Backlogs	FY March 2020		FY March 2021	
	1Q Results	1Q Results	Difference (c)	Percentage Difference
	(a)	(b)	(b)-(a)	(c)/(a)
Business Area				
NTT Engineering	836	820	-16	-2.0%
NCC Engineering	117	137	19	16.9%
IT Solutions	293	352	58	20.0%
Social System-Related and Other	860	1,070	210	24.5%
Total	2,108	2,381	272	12.9%

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

(Unit: ¥100 million)

◆ Orders Received (Three months ended June 30)		FY March 2020	FY March 2021				(Reference) FY March 2020		
		1Q Results	1Q Results	Difference (c)	Percentage Difference	Full Year Forecasts	Progress Rate	Full Year Results	Progress Rate
		(a)	(b)	(b)-(a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
NTT Engineering	Access	407	355	-51	-12.7%	1,465	24.3%	1,633	24.9%
	Network	65	38	-27	-41.6%	190	20.2%	239	27.4%
	Mobile	149	143	-6	-4.3%	605	23.7%	638	23.5%
	Subtotal	622	537	-85	-13.7%	2,260	23.8%	2,511	24.8%
NCC Engineering		88	103	15	17.9%	500	20.8%	428	20.6%
IT Solutions		213	216	3	1.4%	780	27.7%	746	28.5%
Social System-Related and Other		161	121	-40	-25.1%	870	13.9%	1,028	15.7%
Total		1,085	978	-107	-9.9%	4,410	22.2%	4,714	23.0%

◆ Net Sales (Three months ended June 30)		FY March 2020	FY March 2021				(Reference) FY March 2020		
		1Q Results	1Q Results	Difference (c)	Percentage Difference	Full Year Forecasts	Progress Rate	Full Year Results	Progress Rate
		(a)	(b)	(b)-(a)	(c)/(a)	(d)	(b)/(d)	(e)	(a)/(e)
NTT Engineering	Access	341	336	-5	-1.6%	1,495	22.5%	1,608	21.3%
	Network	36	35	-1	-2.8%	230	15.2%	241	15.0%
	Mobile	103	90	-13	-13.1%	635	14.2%	612	16.9%
	Subtotal	481	461	-19	-4.1%	2,360	19.6%	2,462	19.6%
NCC Engineering		90	78	-11	-13.0%	460	17.0%	430	20.9%
IT Solutions		145	117	-28	-19.3%	750	15.7%	720	20.2%
Social System-Related and Other		123	123	-0	-0.3%	825	14.9%	727	17.0%
Total		840	780	-60	-7.1%	4,395	17.8%	4,340	19.4%

Notes: The non-consolidated simple sum data are for the following eight companies: Nippon COMSYS Corporation; SANWA COMSYS Engineering Corporation; TOSYS Corporation; TSUKEN Corporation; NDS Co., Ltd.; SYSKEN Corporation; Hokuriku Denwa Kouji Co., Ltd.; and COMSYS JOHO SYSTEM Corporation.

For further information, please contact:

COMSYS Holdings Corporation

IR Department

Telephone: +81-3-3448-7000 (direct)

Facsimile: +81-3-3448-7001

E-Mail: chd-ir@comsys.co.jp

URL: <https://www.comsys-hd.co.jp/>