



**COMSYS.HD**

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

---

February 5, 2021

## 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, 2020



(Unit: ¥100 million)

	FY March 2020	FY March 2021				(Reference) FY March 2020		
	Cumulative 3Q Results (a)	Cumulative 3Q 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)
<b>Orders Received</b>	4,529	4,295	-234	-5.2%	5,650	76.0%	5,907	76.7%
<b>Net Sales</b>	3,747	3,708	-39	-1.1%	5,600	66.2%	5,608	66.8%
<b>Gross Profits</b>	472	474	2	0.5%	730	65.0%	736	64.2%
<b>(Gross Profit Margin)</b>	(12.6%)	(12.8%)	0.2 p.p.		(13.0%)		(13.1%)	
<b>SG&amp;A Expenses</b>	260	248	-12	-4.7%	350	71.0%	346	75.3%
<b>Operating Profit</b>	211	226	14	6.9%	380	59.5%	389	54.3%
<b>(Operating Margin)</b>	(5.6%)	(6.1%)	0.5 p.p.		(6.8%)		(6.9%)	
<b>Ordinary Profit</b>	222	238	16	7.3%	385	61.9%	400	55.5%
<b>(Ordinary Profit Margin)</b>	(5.9%)	(6.4%)	0.5 p.p.		(6.9%)		(7.1%)	
<b>Profit Attributable to Owners of Parent</b>	144	167	23	16.1%	255	65.8%	259	55.6%
<b>(Net Profit Margin)</b>	(3.9%)	(4.5%)	0.6 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 Nine Months Ended December 31, 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
	Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results	Cumulative 3Q Results	
<b>Orders Received</b>	2,432	2,161	-270	429	443	13	243	261	18	436	432	-3
<b>Net Sales</b>	1,898	1,851	-46	394	385	-9	192	213	20	348	362	14
<b>Gross Profits</b>	224	224	-0	55	54	-1	13	20	6	46	47	0
<b>(Gross Profit Margin)</b>	(11.8%)	(12.1%)	0.3 p.p.	(14.1%)	(14.1%)	0.0 p.p.	(7.0%)	(9.5%)	2.5 p.p.	(13.5%)	(13.2%)	-0.3 p.p.
<b>SG&amp;A Expenses</b>	121	114	-6	19	18	-0	11	11	0	23	24	0
<b>Operating Profit</b>	103	109	6	36	35	-0	1	8	6	23	23	-0
<b>(Operating Margin)</b>	(5.5%)	(5.9%)	0.4 p.p.	(9.1%)	(9.2%)	0.1 p.p.	(0.9%)	(3.9%)	3.0 p.p.	(6.7%)	(6.4%)	-0.3 p.p.
<b>Ordinary Profit</b>	106	111	5	36	35	-0	2	8	6	24	23	-0
<b>(Ordinary Profit Margin)</b>	(5.6%)	(6.0%)	0.4 p.p.	(9.2%)	(9.3%)	0.1 p.p.	(1.1%)	(4.0%)	2.9 p.p.	(6.9%)	(6.4%)	-0.5 p.p.
<b>Profit Attributable to Owners of Parent</b>	69	81	12	24	19	-5	1	5	3	15	17	1
<b>(Net Profit Margin)</b>	(3.6%)	(4.4%)	0.8 p.p.	(6.3%)	(5.1%)	-1.2 p.p.	(0.8%)	(2.5%)	1.7 p.p.	(4.6%)	(4.9%)	0.3 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	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results	
<b>Orders Received</b>	2,890	2,161	74.8%	660	443	67.1%	310	261	84.3%	520	432	83.2%
<b>Net Sales</b>	2,950	1,851	62.8%	640	385	60.2%	320	213	66.7%	550	362	65.9%
<b>Gross Profits</b>	360	224	62.2%	82	54	66.2%	30	20	67.4%	73	47	65.4%
<b>(Gross Profit Margin)</b>	(12.2%)	(12.1%)		(12.8%)	(14.1%)		(9.4%)	(9.5%)		(13.3%)	(13.2%)	
<b>SG&amp;A Expenses</b>	158	114	72.3%	27	18	69.8%	14	11	82.0%	35	24	68.7%
<b>Operating Profit</b>	202	109	54.3%	55	35	64.4%	15	8	53.7%	37	23	62.3%
<b>(Operating Margin)</b>	(6.8%)	(5.9%)		(8.6%)	(9.2%)		(4.8%)	(3.9%)		(6.8%)	(6.4%)	

Notes: 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 Nine Months Ended December 31, 2020



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference	Mar. 2020	Mar. 2021	Difference
	Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results	Cumulative 3Q Results		Cumulative 3Q Results		
<b>Orders Received</b>	657	603	-54	286	247	-38	116	130	13	106	120	13
<b>Net Sales</b>	619	570	-48	207	218	11	104	121	17	90	102	11
<b>Gross Profits</b>	74	69	-4	21	22	0	13	16	2	15	15	0
<b>(Gross Profit Margin)</b>	(12.0%)	(12.2%)	0.2 p.p.	(10.5%)	(10.1%)	-0.4 p.p.	(13.3%)	(13.2%)	-0.1 p.p.	(17.1%)	(15.4%)	-1.7 p.p.
<b>SG&amp;A Expenses</b>	48	45	-3	17	14	-3	11	12	0	5	6	0
<b>Operating Profit</b>	25	24	-1	4	8	3	2	3	1	10	9	-0
<b>(Operating Margin)</b>	(4.2%)	(4.2%)	0.0 p.p.	(2.0%)	(3.7%)	1.7 p.p.	(2.2%)	(3.1%)	0.9 p.p.	(11.0%)	(9.2%)	-1.8 p.p.
<b>Ordinary Profit</b>	29	28	-1	6	13	6	2	4	1	10	9	-0
<b>(Ordinary Profit Margin)</b>	(4.8%)	(5.0%)	0.2 p.p.	(3.0%)	(6.0%)	3.0 p.p.	(2.5%)	(3.3%)	0.8 p.p.	(11.0%)	(9.2%)	-1.8 p.p.
<b>Profit Attributable to Owners of Parent</b>	18	20	2	3	11	7	1	2	0	6	6	-0
<b>(Net Profit Margin)</b>	(3.0%)	(3.7%)	0.7 p.p.	(1.9%)	(5.3%)	3.4 p.p.	(1.5%)	(2.0%)	0.5 p.p.	(7.4%)	(6.2%)	-1.2 p.p.

◆ Comparisons with Forecasts for the Fiscal Year	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-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	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results		Full Year Forecasts	Cumulative 3Q Results	
<b>Orders Received</b>	780	603	77.4%	330	247	75.1%	160	130	81.3%	140	120	86.0%
<b>Net Sales</b>	790	570	72.2%	340	218	64.2%	160	121	76.2%	135	102	75.6%
<b>Gross Profits</b>	101	69	68.7%	36	22	61.5%	21	16	76.4%	22	15	71.4%
<b>(Gross Profit Margin)</b>	(12.8%)	(12.2%)		(10.6%)	(10.1%)		(13.1%)	(13.2%)		(16.3%)	(15.4%)	
<b>SG&amp;A Expenses</b>	63	45	71.9%	23	14	60.9%	16	12	73.8%	8	6	76.8%
<b>Operating Profit</b>	38	24	63.5%	12	8	62.5%	4	3	86.6%	13	9	68.2%
<b>(Operating Margin)</b>	(4.8%)	(4.2%)		(3.8%)	(3.7%)		(2.7%)	(3.1%)		(10.1%)	(9.2%)	

Notes: 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 <i>(Nine Months Ended December 31)</i>	FY March 2020		FY March 2021				(Reference) FY March 2020	
	Cumulative 3Q Results (a)	Cumulative 3Q 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)
<b>Business Area</b>								
<b>NTT Engineering</b>	1,953	1,882	-70	-3.6%	2,290	82.2%	2,554	76.5%
<b>NCC Engineering</b>	316	362	45	14.3%	510	71.0%	434	72.9%
<b>IT Solutions</b>	765	840	75	9.8%	1,030	81.6%	1,008	75.8%
<b>Social System-Related and Other</b>	1,494	1,210	-284	-19.0%	1,820	66.5%	1,909	78.3%
<b>Total</b>	<b>4,529</b>	<b>4,295</b>	<b>-234</b>	<b>-5.2%</b>	<b>5,650</b>	<b>76.0%</b>	<b>5,907</b>	<b>76.7%</b>

◆ Net Sales <i>(Nine Months Ended December 31)</i>	FY March 2020		FY March 2021				(Reference) FY March 2020	
	Cumulative 3Q Results (a)	Cumulative 3Q 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)
<b>Business Area</b>								
<b>NTT Engineering</b>	1,638	1,623	-14	-0.9%	2,410	67.4%	2,504	65.4%
<b>NCC Engineering</b>	298	303	5	1.7%	480	63.3%	437	68.2%
<b>IT Solutions</b>	668	630	-38	-5.7%	1,010	62.4%	981	68.2%
<b>Social System-Related and Other</b>	1,142	1,150	8	0.7%	1,700	67.7%	1,685	67.8%
<b>Total</b>	<b>3,747</b>	<b>3,708</b>	<b>-39</b>	<b>-1.1%</b>	<b>5,600</b>	<b>66.2%</b>	<b>5,608</b>	<b>66.8%</b>

◆ Contract Backlogs	FY March 2020		FY March 2021	
	Cumulative 3Q Results (a)	Cumulative 3Q Results (b)	Difference (c) (b)-(a)	Percentage Difference (c)/(a)
<b>Business Area</b>				
<b>NTT Engineering</b>	1,010	1,004	-6	-0.6%
<b>NCC Engineering</b>	137	169	31	23.1%
<b>IT Solutions</b>	305	446	140	45.9%
<b>Social System-Related and Other</b>	1,159	1,097	-62	-5.4%
<b>Total</b>	<b>2,613</b>	<b>2,716</b>	<b>103</b>	<b>4.0%</b>

## 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 (Nine Months Ended December 31)		FY March 2020	FY March 2021				(Reference) FY March 2020		
		Cumulative 3Q Results (a)	Cumulative 3Q 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)
NTT Engineering	Access	1,250	1,206	-44	-3.6%	1,465	82.3%	1,633	76.6%
	Network	186	152	-34	-18.5%	190	80.2%	239	78.1%
	Mobile	482	498	16	3.4%	605	82.4%	638	75.6%
	Subtotal	1,920	1,857	-62	-3.3%	2,260	82.2%	2,511	76.5%
NCC Engineering		312	357	45	14.5%	500	71.6%	428	73.0%
IT Solutions		578	649	71	12.3%	780	83.2%	746	77.4%
Social System-Related and Other		831	524	-307	-36.9%	870	60.3%	1,028	80.9%
Total		3,642	3,388	-253	-7.0%	4,410	76.8%	4,714	77.3%

◆ Net Sales (Nine Months Ended December 31)		FY March 2020	FY March 2021				(Reference) FY March 2020		
		Cumulative 3Q Results (a)	Cumulative 3Q 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)
NTT Engineering	Access	1,082	1,075	-6	-0.6%	1,495	71.9%	1,608	67.3%
	Network	140	143	3	2.5%	230	62.5%	241	58.2%
	Mobile	385	377	-7	-2.1%	635	59.4%	612	62.8%
	Subtotal	1,607	1,596	-11	-0.7%	2,360	67.6%	2,462	65.3%
NCC Engineering		292	301	8	2.9%	460	65.5%	430	68.1%
IT Solutions		489	459	-30	-6.2%	750	61.2%	720	67.9%
Social System-Related and Other		452	499	46	10.4%	825	60.6%	727	62.3%
Total		2,842	2,856	13	0.5%	4,395	65.0%	4,340	65.5%

Note: 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](mailto:chd-ir@comsys.co.jp)

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