



Performance in the First Quarter of the Fiscal Year Ending March 31, 2022 — Supplementary Documents —

August 6, 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 Three Months Ended June 30, 2021



(Unit: ¥100 million)

	FY March 2021		FY March 2022				(Reference) FY March 2021	
	1Q Results	1Q 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)
Orders Received	1,299	1,376	76	5.9%	5,700	24.1%	5,865	22.2%
Net Sales	1,047	1,201	154	14.8%	5,800	20.7%	5,632	18.6%
Gross Profits	120	171	50	42.2%	780	22.0%	759	15.9%
(Gross Profit Margin)	(11.5%)	(14.3%)	2.8 p.p.		(13.4%)		(13.5%)	
SG&A Expenses	84	88	3	4.6%	350	25.2%	344	24.5%
Operating Profit	36	83	47	129.3%	430	19.4%	415	8.8%
(Operating Margin)	(3.5%)	(6.9%)	3.4 p.p.		(7.4%)		(7.4%)	
Ordinary Profit	41	90	48	115.3%	435	20.7%	429	9.7%
(Ordinary Profit Margin)	(4.0%)	(7.5%)	3.5 p.p.		(7.5%)		(7.6%)	
Profit Attributable to Owners of Parent	28	59	30	105.0%	290	20.4%	293	9.8%
(Net Profit Margin)	(2.8%)	(4.9%)	2.1 p.p.		(5.0%)		(5.2%)	

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, 2021



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2021	Mar. 2022	Difference	Mar. 2021	Mar. 2022	Difference	Mar. 2021	Mar. 2022	Difference	Mar. 2021	Mar. 2022	Difference
	1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results	
Orders Received	652	638	-14	125	140	15	71	72	1	132	164	31
Net Sales	507	592	85	98	123	25	60	70	9	105	117	11
Gross Profits	56.4	86.0	29.6	12.1	18.7	6.5	5.0	7.4	2.3	12.3	15.7	3.3
(Gross Profit Margin)	(11.1%)	(14.5%)	3.4 p.p.	(12.4%)	(15.1%)	2.7 p.p.	(8.3%)	(10.6%)	2.3 p.p.	(11.7%)	(13.4%)	1.7 p.p.
SG&A Expenses	38.4	42.5	4.1	6.7	6.9	0.1	3.8	3.9	0.1	8.2	8.4	0.1
Operating Profit	18.0	43.5	25.4	5.4	11.7	6.3	1.2	3.4	2.1	4.0	7.2	3.2
(Operating Margin)	(3.6%)	(7.3%)	3.7 p.p.	(5.5%)	(9.5%)	4.0 p.p.	(2.1%)	(4.9%)	2.8 p.p.	(3.9%)	(6.2%)	2.3 p.p.
Ordinary Profit	19.5	45.4	25.9	5.7	11.8	6.1	1.4	4.1	2.6	4.3	7.5	3.1
(Ordinary Profit Margin)	(3.8%)	(7.7%)	3.9 p.p.	(5.8%)	(9.6%)	3.8 p.p.	(2.4%)	(6.0%)	3.6 p.p.	(4.1%)	(6.4%)	2.3 p.p.
Profit Attributable to Owners of Parent	15.2	30.7	15.5	3.7	8.0	4.3	0.7	1.9	1.2	2.3	4.6	2.2
(Net Profit Margin)	(3.0%)	(5.2%)	2.2 p.p.	(3.8%)	(6.5%)	2.7 p.p.	(1.2%)	(2.8%)	1.6 p.p.	(2.3%)	(3.9%)	1.6 p.p.

◆ Comparisons with Targets for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2022	Mar. 2022	Progress Rate	Mar. 2022	Mar. 2022	Progress Rate	Mar. 2022	Mar. 2022	Progress Rate	Mar. 2022	Mar. 2022	Progress Rate
	Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results	
Orders Received	2,895	638	22.0%	690	140	20.4%	295	72	24.6%	565	164	29.1%
Net Sales	2,975	592	19.9%	660	123	18.7%	320	70	21.9%	590	117	19.9%
Gross Profits	380	86.0	22.6%	87	18.7	21.5%	32	7.4	22.8%	84	15.7	18.7%
(Gross Profit Margin)	(12.8%)	(14.5%)		(13.2%)	(15.1%)		(10.2%)	(10.6%)		(14.2%)	(13.4%)	
SG&A Expenses	161	42.5	26.4%	26	6.9	26.7%	16	3.9	24.2%	36	8.4	23.5%
Operating Profit	219	43.5	19.9%	61	11.7	19.3%	16	3.4	21.3%	48	7.2	15.2%
(Operating Margin)	(7.4%)	(7.3%)		(9.2%)	(9.5%)		(5.1%)	(4.9%)		(8.1%)	(6.2%)	

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 Three Months Ended June 30, 2021



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2021 1Q Results	Mar. 2022 1Q Results	Difference	Mar. 2021 1Q Results	Mar. 2022 1Q Results	Difference	Mar. 2021 1Q Results	Mar. 2022 1Q Results	Difference	Mar. 2021 1Q Results	Mar. 2022 1Q Results	Difference
Orders Received	203	237	34	72	72	-0	38	46	8	39	46	6
Net Sales	182	184	1	59	82	22	36	36	0	29	34	4
Gross Profits	19.8	23.7	3.8	5.0	8.9	3.9	4.2	3.9	-0.2	3.5	6.1	2.6
(Gross Profit Margin)	(10.9%)	(12.9%)	2.0 p.p.	(8.4%)	(10.9%)	2.5 p.p.	(11.7%)	(10.8%)	-0.9 p.p.	(11.9%)	(17.8%)	5.9 p.p.
SG&A Expenses	15.4	15.6	0.2	4.7	5.6	0.9	4.0	3.6	-0.4	2.1	2.1	0.0
Operating Profit	4.4	8.0	3.6	0.2	3.3	3.0	0.1	0.3	0.1	1.4	3.9	2.5
(Operating Margin)	(2.4%)	(4.4%)	2.0 p.p.	(0.5%)	(4.1%)	3.6 p.p.	(0.3%)	(0.9%)	0.6 p.p.	(4.8%)	(11.5%)	6.7 p.p.
Ordinary Profit	6.3	9.9	3.6	1.4	5.0	3.5	0.2	0.5	0.2	1.4	4.0	2.5
(Ordinary Profit Margin)	(3.5%)	(5.4%)	1.9 p.p.	(2.4%)	(6.1%)	3.7 p.p.	(0.8%)	(1.4%)	0.6 p.p.	(4.8%)	(11.6%)	6.8 p.p.
Profit Attributable to Owners of Parent	3.4	6.4	3.0	1.3	3.5	2.2	0.2	0.3	0.1	0.9	2.6	1.7
(Net Profit Margin)	(1.9%)	(3.5%)	1.6 p.p.	(2.3%)	(4.4%)	2.1 p.p.	(0.6%)	(0.9%)	0.3 p.p.	(3.2%)	(7.8%)	4.6 p.p.

◆ Comparisons with Targets for the Fiscal Year	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2022 Full Year Targets	Mar. 2022 1Q Results	Progress Rate	Mar. 2022 Full Year Targets	Mar. 2022 1Q Results	Progress Rate	Mar. 2022 Full Year Targets	Mar. 2022 1Q Results	Progress Rate	Mar. 2022 Full Year Targets	Mar. 2022 1Q Results	Progress Rate
Orders Received	775	237	30.7%	310	72	23.3%	170	46	27.5%	150	46	31.1%
Net Sales	805	184	22.9%	330	82	24.9%	170	36	21.6%	150	34	23.1%
Gross Profits	106	23.7	22.4%	39	8.9	23.0%	19	3.9	20.0%	24	6.1	25.2%
(Gross Profit Margin)	(13.2%)	(12.9%)		(11.8%)	(10.9%)		(11.6%)	(10.8%)		(16.3%)	(17.8%)	
SG&A Expenses	65	15.6	24.1%	20	5.6	27.6%	14	3.6	25.7%	9	2.1	24.2%
Operating Profit	41	8.0	19.6%	18	3.3	18.0%	5	0.3	5.7%	15	3.9	25.8%
(Operating Margin)	(5.1%)	(4.4%)		(5.6%)	(4.1%)		(3.3%)	(0.9%)		(10.3%)	(11.5%)	

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>(Three months ended June 30)</i>	FY March 2021		FY March 2022				(Reference) FY March 2021	
	1Q Results	1Q 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)
Business Area								
NTT Engineering	546	630	83	15.3%	2,230	28.3%	2,582	21.2%
NCC Engineering	106	121	15	14.2%	530	22.9%	504	21.0%
IT Solutions	286	234	-52	-18.2%	1,070	21.9%	1,053	27.2%
Social System-Related and Other	359	390	30	8.4%	1,870	20.9%	1,723	20.9%
Total	1,299	1,376	76	5.9%	5,700	24.1%	5,865	22.2%

◆ Net Sales <i>(Three months ended June 30)</i>	FY March 2021		FY March 2022				(Reference) FY March 2021	
	1Q Results	1Q 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)
Business Area								
NTT Engineering	471	550	79	16.8%	2,460	22.4%	2,421	19.5%
NCC Engineering	79	103	23	29.7%	500	20.6%	472	16.8%
IT Solutions	170	171	0	0.4%	1,070	16.0%	1,055	16.1%
Social System-Related and Other	325	377	51	15.8%	1,770	21.3%	1,682	19.4%
Total	1,047	1,201	154	14.8%	5,800	20.7%	5,632	18.6%

◆ Contract Backlogs	FY March 2021		FY March 2022	
	1Q Results	1Q Results	Difference (c)	Percentage Difference
	(a)	(b)	(b)-(a)	(c)/(a)
Business Area				
NTT Engineering	820	985	165	20.2%
NCC Engineering	137	160	23	17.0%
IT Solutions	352	298	-54	-15.4%
Social System-Related and Other	1,070	1,091	20	1.9%
Total	2,381	2,536	154	6.5%

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 2021	FY March 2022					(Reference) FY March 2021	
		1Q Results	1Q 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	355	397	41	11.7%	1,430	27.8%	1,679	21.2%
	Network	38	46	7	20.8%	200	23.2%	207	18.5%
	Mobile	143	174	31	22.2%	560	31.2%	659	21.7%
	Subtotal	537	618	81	15.1%	2,190	28.3%	2,546	21.1%
NCC Engineering		103	123	19	18.8%	530	23.3%	499	20.8%
IT Solutions		216	158	-57	-26.5%	805	19.7%	797	27.1%
Social System-Related and Other		121	137	16	13.4%	880	15.6%	721	16.8%
Total		978	1,038	59	6.1%	4,405	23.6%	4,565	21.4%

◆ Net Sales (Three months ended June 30)		FY March 2021	FY March 2022					(Reference) FY March 2021	
		1Q Results	1Q 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	336	364	27	8.2%	1,570	23.2%	1,561	21.5%
	Network	35	36	1	4.6%	220	16.7%	224	15.6%
	Mobile	90	141	50	56.3%	630	22.4%	597	15.1%
	Subtotal	461	541	80	17.4%	2,420	22.4%	2,383	19.4%
NCC Engineering		78	105	26	34.0%	500	21.0%	469	16.7%
IT Solutions		117	113	-4	-3.8%	810	14.0%	802	14.6%
Social System-Related and Other		123	174	51	41.8%	840	20.8%	778	15.8%
Total		780	934	153	19.7%	4,570	20.5%	4,434	17.6%

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.

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