



# Performance in the First Quarter of the Fiscal Year Ending March 31, 2023 — Supplementary Documents —

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August 5, 2022

## 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, 2022



(Unit: ¥100 million)

	FY March 2022		FY March 2023				(Reference) FY March 2022	
	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)
<b>Orders Received</b>	1,376	1,351	-24	-1.8%	5,900	22.9%	5,570	24.7%
<b>Net Sales</b>	1,201	1,074	-127	-10.6%	5,900	18.2%	5,890	20.4%
<b>Gross Profits</b>	171	127	-43	-25.6%	760	16.8%	784	21.9%
<b>(Gross Profit Margin)</b>	(14.3%)	(11.9%)	-2.4 p.p.		(12.9%)		(13.3%)	
<b>SG&amp;A Expenses</b>	88	92	3	4.4%	360	25.6%	354	24.9%
<b>Operating Profit</b>	83	35	-47	-57.3%	400	8.9%	429	19.4%
<b>(Operating Margin)</b>	(6.9%)	(3.3%)	-3.6 p.p.		(6.8%)		(7.3%)	
<b>Ordinary Profit</b>	90	42	-47	-52.8%	405	10.5%	440	20.4%
<b>(Ordinary Profit Margin)</b>	(7.5%)	(4.0%)	-3.5 p.p.		(6.9%)		(7.5%)	
<b>Profit Attributable to Owners of Parent</b>	59	26	-32	-54.6%	270	10.0%	292	20.3%
<b>(Net Profit Margin)</b>	(4.9%)	(2.5%)	-2.4 p.p.		(4.6%)		(5.0%)	

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, 2022



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference
	1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results	
<b>Orders Received</b>	638	597	-40	140	167	26	72	100	27	164	180	15
<b>Net Sales</b>	592	468	-124	123	140	16	70	65	-4	117	120	3
<b>Gross Profits</b>	86.0	47.7	-38.2	18.7	19.5	0.7	7.4	5.4	-2.0	15.7	15.9	0.2
<b>(Gross Profit Margin)</b>	(14.5%)	(10.2%)	-4.3 p.p.	(15.1%)	(13.9%)	-1.2 p.p.	(10.6%)	(8.3%)	-2.3 p.p.	(13.4%)	(13.2%)	-0.2 p.p.
<b>SG&amp;A Expenses</b>	42.5	44.7	2.1	6.9	7.3	0.4	3.9	4.5	0.5	8.4	9.5	1.0
<b>Operating Profit</b>	43.5	3.0	-40.4	11.7	12.1	0.3	3.4	0.8	-2.5	7.2	6.4	-0.8
<b>(Operating Margin)</b>	(7.3%)	(0.7%)	-6.6 p.p.	(9.5%)	(8.7%)	-0.8 p.p.	(4.9%)	(1.4%)	-3.5 p.p.	(6.2%)	(5.3%)	-0.9 p.p.
<b>Ordinary Profit</b>	45.4	5.0	-40.4	11.8	12.4	0.6	4.1	1.2	-2.8	7.5	6.4	-1.0
<b>(Ordinary Profit Margin)</b>	(7.7%)	(1.1%)	-6.6 p.p.	(9.6%)	(8.9%)	-0.7 p.p.	(6.0%)	(2.0%)	-4.0 p.p.	(6.4%)	(5.4%)	-1.0 p.p.
<b>Profit Attributable to Owners of Parent</b>	30.7	6.2	-24.4	8.0	8.3	0.2	1.9	0.8	-1.1	4.6	3.9	-0.6
<b>(Net Profit Margin)</b>	(5.2%)	(1.3%)	-3.9 p.p.	(6.5%)	(5.9%)	-0.6 p.p.	(2.8%)	(1.2%)	-1.6 p.p.	(3.9%)	(3.3%)	-0.6 p.p.

◆ Comparisons with Targets for the Fiscal Year	Nippon COMSYS-G			SANCOM-G			TOSYS-G			TSUKEN-G		
	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate
	Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results	
<b>Orders Received</b>	2,870	597	20.8%	770	167	21.7%	320	100	31.4%	670	180	26.9%
<b>Net Sales</b>	2,920	468	16.0%	725	140	19.4%	325	65	20.1%	675	120	17.9%
<b>Gross Profits</b>	338	47.7	14.1%	95	19.5	20.5%	35	5.4	15.5%	102	15.9	15.6%
<b>(Gross Profit Margin)</b>	(11.6%)	(10.2%)		(13.1%)	(13.9%)		(10.8%)	(8.3%)		(15.1%)	(13.2%)	
<b>SG&amp;A Expenses</b>	167	44.7	26.7%	27	7.3	27.0%	17	4.5	25.3%	38	9.5	24.7%
<b>Operating Profit</b>	171	3.0	1.8%	68	12.1	17.9%	17	0.8	5.2%	63	6.4	10.1%
<b>(Operating Margin)</b>	(5.9%)	(0.7%)		(9.4%)	(8.7%)		(5.3%)	(1.4%)		(9.4%)	(5.3%)	

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, 2022



(Unit: ¥100 million)

◆ Comparisons with the Previous Term	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference	Mar. 2022	Mar. 2023	Difference
	1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results		1Q Results	1Q Results	
<b>Orders Received</b>	237	209	-27	72	74	2	46	38	-8	46	46	-0
<b>Net Sales</b>	184	184	-0	82	60	-22	36	35	-0	34	33	-1
<b>Gross Profits</b>	23.7	25.5	1.8	8.9	4.1	-4.8	3.9	2.7	-1.1	6.1	5.2	-0.9
<b>(Gross Profit Margin)</b>	(12.9%)	(13.9%)	1.0 p.p.	(10.9%)	(6.8%)	-4.1 p.p.	(10.8%)	(7.8%)	-3.0 p.p.	(17.8%)	(15.6%)	-2.2 p.p.
<b>SG&amp;A Expenses</b>	15.6	16.3	0.6	5.6	5.2	-0.3	3.6	3.1	-0.4	2.1	2.3	0.1
<b>Operating Profit</b>	8.0	9.1	1.1	3.3	-1.1	-4.5	0.3	-0.3	-0.7	3.9	2.8	-1.1
<b>(Operating Margin)</b>	(4.4%)	(5.0%)	0.6 p.p.	(4.1%)	(-2.0%)	-6.1 p.p.	(0.9%)	(-1.1%)	-2.0 p.p.	(11.5%)	(8.7%)	-2.8 p.p.
<b>Ordinary Profit</b>	9.9	11.5	1.5	5.0	0.6	-4.3	0.5	-0.1	-0.7	4.0	2.8	-1.1
<b>(Ordinary Profit Margin)</b>	(5.4%)	(6.2%)	0.8 p.p.	(6.1%)	(1.1%)	-5.0 p.p.	(1.4%)	(-0.6%)	-2.0 p.p.	(11.6%)	(8.7%)	-2.9 p.p.
<b>Profit Attributable to Owners of Parent</b>	6.4	7.0	0.6	3.5	0.7	-2.8	0.3	0.1	-0.1	2.6	1.9	-0.7
<b>(Net Profit Margin)</b>	(3.5%)	(3.8%)	0.3 p.p.	(4.4%)	(1.2%)	-3.2 p.p.	(0.9%)	(0.5%)	-0.4 p.p.	(7.8%)	(5.9%)	-1.9 p.p.

◆ Comparisons with Targets for the Fiscal Year	NDS-G			SYSKEN-G			Hokuriku Denwa Kouji-G			COMSYS JOHO SYSTEM-G		
	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate	Mar. 2023	Mar. 2023	Progress Rate
	Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results		Full Year Targets	1Q Results	
<b>Orders Received</b>	775	209	27.1%	315	74	23.6%	180	38	21.2%	155	46	30.0%
<b>Net Sales</b>	770	184	23.9%	320	60	18.8%	180	35	19.9%	155	33	21.5%
<b>Gross Profits</b>	105	25.5	24.2%	33	4.1	12.2%	19	2.7	14.1%	26	5.2	19.6%
<b>(Gross Profit Margin)</b>	(13.7%)	(13.9%)		(10.5%)	(6.8%)		(11.0%)	(7.8%)		(17.2%)	(15.6%)	
<b>SG&amp;A Expenses</b>	67	16.3	24.1%	21	5.2	24.7%	13	3.1	24.3%	9	2.3	24.9%
<b>Operating Profit</b>	37	9.1	24.2%	12	-1.1	-9.7%	6	-0.3	-5.9%	17	2.8	16.7%
<b>(Operating Margin)</b>	(4.9%)	(5.0%)		(3.8%)	(-2.0%)		(3.7%)	(-1.1%)		(11.2%)	(8.7%)	

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 2022		FY March 2023				(Reference) FY March 2022	
	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)
<b>Business Area</b>								
NTT Engineering	630	549	-80	-12.8%	2,130	25.8%	2,292	27.5%
NCC Engineering	121	127	6	5.4%	580	22.0%	557	21.7%
IT Solutions	234	314	80	34.3%	1,150	27.4%	1,032	22.7%
Social System-Related and Other	390	359	-30	-7.9%	2,040	17.6%	1,688	23.1%
<b>Total</b>	<b>1,376</b>	<b>1,351</b>	<b>-24</b>	<b>-1.8%</b>	<b>5,900</b>	<b>22.9%</b>	<b>5,570</b>	<b>24.7%</b>

◆ Net Sales <i>(Three months ended June 30)</i>	FY March 2022		FY March 2023				(Reference) FY March 2022	
	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)
<b>Business Area</b>								
NTT Engineering	550	475	-75	-13.6%	2,230	21.3%	2,499	22.0%
NCC Engineering	103	123	20	20.1%	560	22.1%	530	19.5%
IT Solutions	171	177	6	3.8%	1,140	15.6%	1,013	16.9%
Social System-Related and Other	377	297	-79	-21.0%	1,970	15.1%	1,847	20.4%
<b>Total</b>	<b>1,201</b>	<b>1,074</b>	<b>-127</b>	<b>-10.6%</b>	<b>5,900</b>	<b>18.2%</b>	<b>5,890</b>	<b>20.4%</b>

◆ Contract Backlogs	FY March 2022		FY March 2023	
	1Q Results	1Q Results	Difference (c)	Percentage Difference
	(a)	(b)	(b)-(a)	(c)/(a)
<b>Business Area</b>				
NTT Engineering	985	772	-213	-21.6%
NCC Engineering	160	173	13	8.1%
IT Solutions	298	391	93	31.3%
Social System-Related and Other	1,091	980	-110	-10.1%
<b>Total</b>	<b>2,536</b>	<b>2,319</b>	<b>-217</b>	<b>-8.6%</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 (Three months ended June 30)		FY March 2022	FY March 2023					(Reference) FY March 2022	
		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	397	397	-0	-0.1%	1,490	26.7%	1,486	26.7%
	Network	46	49	2	5.7%	185	26.5%	202	22.9%
	Mobile	174	95	-79	-45.6%	400	23.8%	553	31.6%
	Subtotal	618	541	-77	-12.5%	2,075	26.1%	2,243	27.6%
NCC Engineering		123	130	7	6.0%	600	21.8%	578	21.4%
IT Solutions		158	249	90	56.9%	850	29.3%	735	21.6%
Social System-Related and Other		137	133	-4	-3.1%	835	15.9%	546	25.1%
Total		1,038	1,054	16	1.6%	4,360	24.2%	4,103	25.3%

◆ Net Sales (Three months ended June 30)		FY March 2022	FY March 2023					(Reference) FY March 2022	
		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	364	352	-11	-3.1%	1,525	23.1%	1,664	21.9%
	Network	36	31	-4	-13.2%	205	15.5%	207	17.7%
	Mobile	141	84	-57	-40.4%	460	18.3%	582	24.2%
	Subtotal	541	468	-73	-13.5%	2,190	21.4%	2,453	22.1%
NCC Engineering		105	126	20	20.0%	580	21.7%	542	19.4%
IT Solutions		113	107	-5	-4.6%	840	12.8%	731	15.5%
Social System-Related and Other		174	102	-71	-41.0%	785	13.1%	878	19.9%
Total		934	805	-129	-13.8%	4,395	18.3%	4,606	20.3%

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 Demma Kouji Co., Ltd.; and COMSYS JOHO SYSTEM Corporation.

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