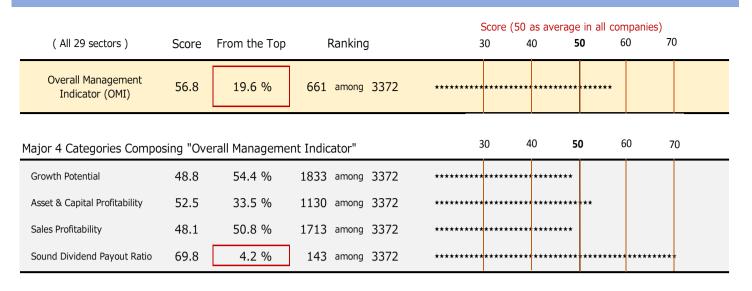
## Nippon Air Conditioning Services Co., Ltd. ( 4658 TSE/NSE 1st Section ) Overall Management Indicator

Based on the data as of Nov. 2018 Nov.30, 2018 Spring Capital Co., Ltd.



( In the Sector )	Score	From the Top	Ranking
Overall Management Indicator	56.8	36.4 %	145 among 398
Growth Potential	48.8	63.6 %	253 among 398
Asset & Capital Profitability	52.5	50.8 %	202 among 398
Sales Profitability	48.1	56.0 %	223 among 398
Sound Dividend Payout Ratio	69.8	11.8 %	47 among 398



· · · Within the Top 30%

Overall Management Indicator 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company)

(right axis: no. of companies)

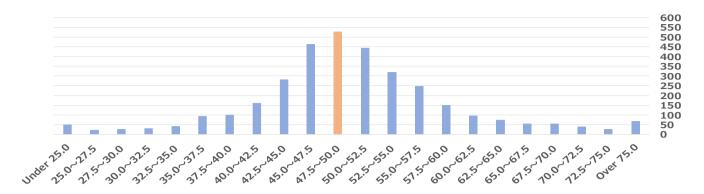


Overall Management Indicator Historical Ranking / Percentage from the Top

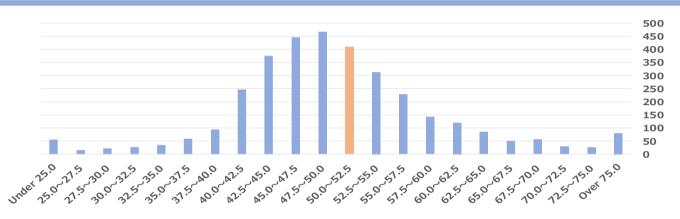
Accounting Period	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Reference Date	May 2013	May 2014	May 2015	May 2016	May 2017	May 2018
No. of companies	3292	3279	3220	3238	3326	3372
Ranking	1530	1112	1037	717	677	688
From the Top	46.5 %	33.9 %	32.2 %	22.1 %	20.4 %	20.4 %



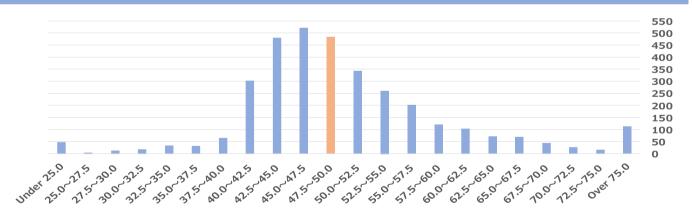
Growth Potential 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



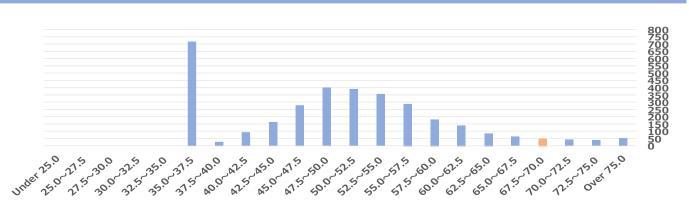
Asset & Capital Profitability 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sales Profitability 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sound Dividend Payout Ratio 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)

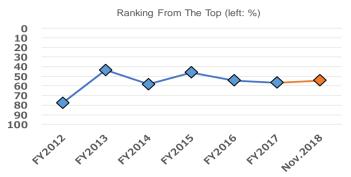




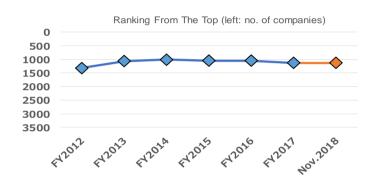
## Management Indicators Ranking Report Historical Ranking of Major 4 Categories

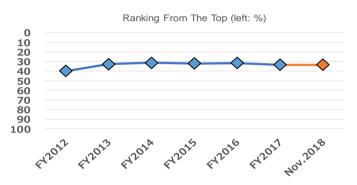
#### **Growth Potential Historical Chart**



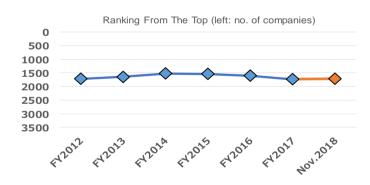


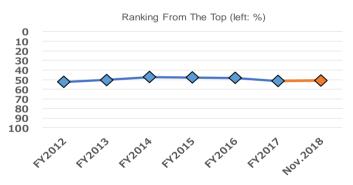
Assset & Capital Profitability Historical Chart



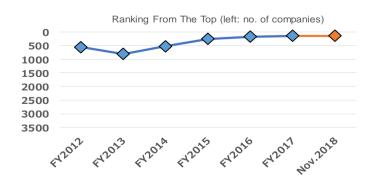


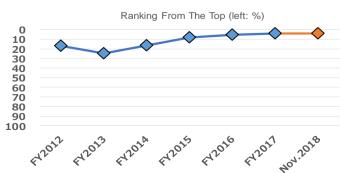
#### Sales Profitability Historical Chart





#### Sound Dividend Payout Ratio Historical Chart







## Management Indicators Ranking Quintile Chart (All Categories)

	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
【 Overall Management Indicator】★					*

[ Major 4 Categories ] ···☆	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
[ Growth Potential ]			☆		
[ Asset & Capital Profitability ]				☆	
[ Sales Profitability ]			☆		
[ Sound Dividend Payout Ratio ]					☆

Growth Potential - Intermediate Categories ···●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > · · · ◎					
( 3 terms )			•		
< Sales Growth Rate >			0		
< Operating Profit Growth Rate >			0		
< Recurring Profit Growth Rate >			0		
< Net Profit Growth Rate >			0		
( Previous Term )			•		
< Sales Growth Rate >			0		
< Operating Profit Growth Rate >			0		
< Recurring Profit Growth Rate >			0		
< Net Profit Growth Rate >		0			
( This Term )			•		
< Sales Growth Rate >				0	
< Operating Profit Growth Rate >		0			
< Recurring Profit Growth Rate >			0		
< Net Profit Growth Rate >			0		

#### Management Indicators Ranking Quintile Chart (All Categories) Continued

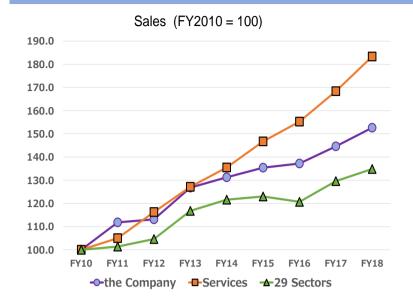
Asset & Capital Profitability - Intermediate Categories · · · ●  < Minor Categories > · · · ◎	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
(ROA)				•	
< ROA 3 Terms > < ROA Previous Term > < ROA This Term >				© ©	
( ROE )				•	
< ROE 3 Terms > < ROE Previous Term > < ROE This Term >				© ©	
Sales Profitability - Intermediate Categories ··· ●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > · · · ◎					
( Previous Term )			•		
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >			© ©		
( This Term )			•		
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >			© ©		
Sound Dividend Payout Ratio - Intermediate Categories ··· ●  < Minor Categories > ··· ◎	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
( 3 terms )					•
< Dividend Payout Ratio > < DOE >					© ©
( Previous Term )					•
< Dividend Payout Ratio > < DOE >					© ©

# Management Indicators Ranking report Average of Management Indicator Scores by Sector

Reference
Average of Management Indicator Scores by Sector

	Number of companies	Overall Management Indicator	Ranking	Growth Potential	Ranking	Asset & Capital Profitability	Ranking	Sales Profitability	Ranking	Sound Dividend Payout Ratio	Ranking
Fishery, Agriculture & Forestry	11	46.9	24	46.7	26	47.8	21	47.0	25	49.8	15
Mining	6	48.9	16	49.3	13	46.6	25	51.9	9	49.5	18
Construction	174	49.7	11	49.1	15	51.6	6	48.7	16	49.7	17
Foods	127	47.5	22	48.3	19	47.9	20	47.3	24	49.4	19
Textiles and Apparels	53	45.6	26	45.6	29	44.3	27	47.5	23	50.6	9
Pulp and Paper	26	44.6	28	46.1	28	45.0	26	46.0	27	47.5	27
Chemicals	210	51.6	5	50.3	9	50.5	8	52.9	4	51.4	3
Pharmaceutical	62	45.5	27	47.5	23	42.3	29	48.6	17	49.1	20
Oil and Coal Products	11	53.4	3	54.7	2	51.9	5	51.7	10	50.7	7
Rubber Products	19	51.2	7	49.1	16	51.3	7	53.2	2	50.5	10
Glass and Ceramics Products	58	50.0	9	51.5	5	48.1	17	52.0	6	48.5	23
Iron and Steel	47	48.0	18	50.1	10	46.6	24	48.4	20	49.0	21
Nonferrous Metals	35	48.9	15	50.4	8	48.9	10	48.5	19	48.6	22
Metal Products	91	48.3	17	48.6	18	48.5	13	50.0	14	48.3	25
Machinery	230	51.5	6	51.2	7	49.9	9	53.1	3	50.3	12
Electric Appliances	249	49.8	10	49.2	14	48.5	14	50.3	13	51.5	1
Transportation Equipment	94	47.7	21	47.8	21	48.0	19	47.5	22	50.1	14
Precision Instruments	50	50.8	8	51.2	6	48.5	15	52.0	8	50.6	8
Other Products	103	47.5	23	46.2	27	47.8	22	48.5	18	50.8	6
Electric Power and Gas	23	49.3	13	50.0	11	47.7	23	48.9	15	51.4	2
Land Transportation	64	47.9	20	47.3	24	48.3	16	50.6	11	48.4	24
Marine Transportation	14	43.6	29	47.0	25	42.4	28	46.9	26	45.4	29
Air Transportation	5	49.7	12	47.9	20	54.2	2	50.4	12	47.2	28
Warehousing and Harbor Transportation	38	49.0	14	49.6	12	48.8	11	48.1	21	50.3	11
Information & Communication	398	52.7	4	52.4	4	52.8	4	52.8	5	49.7	16
Wholesale Trade	310	47.9	19	49.1	17	48.0	18	45.6	29	50.8	5
Retail Trade	343	46.5	25	47.7	22	48.6	12	45.6	28	47.8	26
Real Estate	123	56.3	1	55.4	1	55.7	1	56.8	1	50.3	13
Services	398	53.4	2	52.5	3	54.2	3	52.0	7	51.0	4
All Sectors	3372	50.0		50.0		50.0		50.0		50.0	

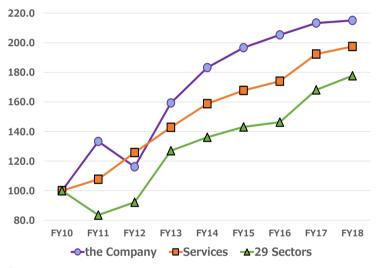
## **Growth Potential**



## Sales Change (yoy, %)

	the Company	Services	29 Sectors
FY2011	11.8	5.0	1.4
FY2012	1.2	10.7	3.2
FY2013	12.1	9.4	11.6
FY2014	3.5	6.6	4.1
FY2015	3.2	8.3	1.1
FY2016	1.3	5.8	-1.9
FY2017	5.4	8.4	7.4
FY2018	5.6	8.9	4.0
FY2010 - FY2018		7.0	2.0
8 Term Average	5.4	7.9	3.8
FY2013-FY2018 5 Term Average	3.8	7.6	2.9

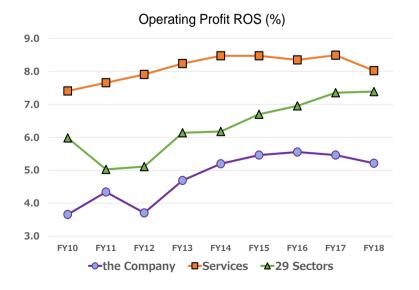
## Recurring Profit (FY2010 = 100)



#### Recurring Profit Change (yoy, %)

	the Company	Services	29 Sectors
FY2011	33.3	7.7	-16.5
FY2012	-12.8	16.7	10.4
FY2013	37.2	13.6	37.8
FY2014	15.0	11.2	7.1
FY2015	7.4	5.7	5.2
FY2016	4.4	3.7	2.3
FY2017	3.9	10.5	14.9
FY2018	0.8	2.7	5.7
FY2010 – FY2018 8 Term Average	10.0	8.9	7.4
FY2013-FY2018	6.2	6.7	6.0
5 Term Average	0.2	6.7	6.9

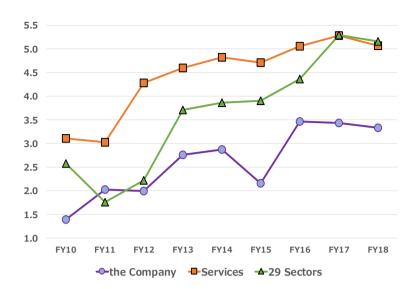
## Sales Profitability



#### Operating Profit ROS (%)

	the Company	Services	29 Sectors
FY2010	3.7	7.4	6.0
FY2011	4.3	7.7	5.0
FY2012	3.7	7.9	5.1
FY2013	4.7	8.2	6.1
FY2014	5.2	8.5	6.2
FY2015	5.5	8.5	6.7
FY2016	5.5	8.3	7.0
FY2017	5.5	8.5	7.3
FY2018	5.2	8.0	7.4
FY2010 - FY2			
9 Term Avera	ge 4.8	8.1	6.3
FY2014-FY20		0.4	0.0
5 Term Avera	ge 5.4	8.4	6.9

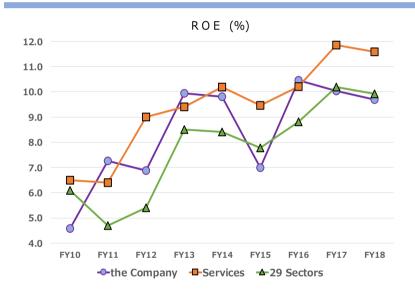
## Net Profit ROS (%)



#### Net Profit ROS (%)

	the Company	Services	29 Sectors
FY2010	1.4	3.1	2.6
FY2011	2.0	3.0	1.8
FY2012	2.0	4.3	2.2
FY2013	2.8	4.6	3.7
FY2014	2.9	4.8	3.9
FY2015	2.2	4.7	3.9
FY2016	3.5	5.1	4.4
FY2017	3.4	5.3	5.3
FY2018	3.3	5.1	5.2
FY2010-FY2018	3		
9 Term Average	2.6	4.4	3.7
FY2014-FY2018	3		
5 Term Average	3.1	5.0	4.5

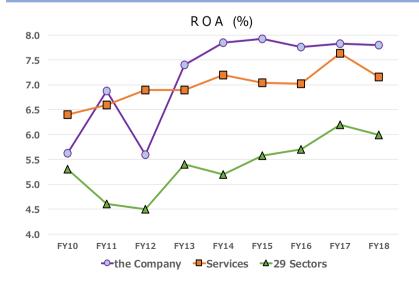
## ROE



#### **ROE** (%)

	the Company	Services	29 Sectors
FY2010	4.6	6.5	6.1
FY2011	7.3	6.4	4.7
FY2012	6.9	9.0	5.4
FY2013	9.9	9.4	8.5
FY2014	9.8	10.2	8.4
FY2015	7.0	9.5	7.8
FY2016	10.5	10.2	8.8
FY2017	10.0	11.9	10.2
FY2018	9.7	11.6	9.9
FY2010 – FY2018		0.4	7.0
9 Term Average	8.4	9.4	7.8
FY2014-FY2018		40.7	0.0
5 Term Average	9.4	10.7	9.0

## ROA



#### ROA (%)

	the Company	Services	29 Sectors
FY2010	5.6	6.4	5.3
FY2011	6.9	6.6	4.6
FY2012	5.6	6.9	4.5
FY2013	7.4	6.9	5.4
FY2014	7.9	7.2	5.2
FY2015	7.9	7.0	5.6
FY2016	7.8	7.0	5.7
FY2017	7.8	7.6	6.2
FY2018	7.8	7.2	6.0
FY2010-FY201	8		
9 Term Average	7.2	7.0	5.4
FY2014-FY201	8		
5 Term Average	7.8	7.2	5.7

## Valuation Data, Profitability Indicators and Ranking

Valuation and Market Data as of Nov. 30, 2018

Closing Price	761	761 Year High		7/2	6/2018
PER (estimated)	16.68	Year Low	712	3/2	6/2018
PER (actual)	17.10	6-Month % Change	-2.6 %	(TOPIX)	<b>-4.0</b> %
PBR (actual)	1.57	12-Month % Change	-2.1 %	(TOPIX)	<b>-7</b> .0 %
Dividend Yield (actual)	3.02 %	12-Month Historical Volatility	21.2 %	(TOPIX)	15.3 %
EV/EBITDA	7.47				
PSR (forecast)	0.56				
PSR (actual)	0.59				

Profitability Indicators and All-Company Rankings Based on Business Results Announced by the Company (29 sectors excluding financials) (calculated by Spring)

Fiscal Year		2013	2014	2015	2016	2017	2018
Accounting Period		2014/03	2015/03	2016/03	2017/03	2018/03	2019/03
		Actual	Actual	Actual	Actual	Actual	Est.
No. of Companies		3365	3363	3443	3467	3512	3512
Sales	Y mil	39,868	41,275	42,579	43,143	45,467	48,000
Ranking		1421	1418	1426	1401	1390	1370
Operating Profit	Y mil	1,869	2,144	2,323	2,394	2,481	2,500
Ranking		1400	1345	1347	1365	1398	1392
Recurring Profit	Y mil	1,926	2,215	2,378	2,482	2,579	2,600
Ranking		1436	1363	1338	1329	1402	1384
Net Profit	Y mil	1,100	1,187	918	1,497	1,561	1,600
Ranking		1446	1438	1640	1364	1443	1432

<sup>\*</sup> Percentage from the Top is not calculated for this section to exclude company size effects.

Operating Profit ROS	%	4.7	5.2	5.5	5.5	5.5	5.2
All Companies	%	5.5	5.7	6.2	6.7	7.3	7.4
Ranking		1585	1507	1588	1666	1746	1792
Percentage from the Top	%	47.1	44.8	46.1	48.1	49.7	51.0
Recurring Profit ROS	%	4.8	5.4	5.6	5.8	5.7	5.4
All Companies	%	5.8	5.9	6.2	6.7	7.4	7.5
Ranking		1639	1557	1577	1622	1743	1774
Percentage from the Top	%	48.7	46.3	45.8	46.8	49.6	50.5
Net Profit ROS	%	2.8	2.9	2.2	3.5	3.4	3.3
All Companies	%	3.4	3.6	3.6	4.3	5.2	5.1
Ranking		1714	1747	2156	1749	1898	1880
Percentage from the Top	%	50.9	51.9	62.6	50.4	54.0	53.5



ROE, ROA, Dividend Payout Ratio, and DOE Indicators and Rankings Based on Business Results Announced by the Company (29 sectors excluding financials) (calculated by Spring)

		2013	2014	2015	2016	2017	2018
Accounting Period		2014/03	2015/03	2016/03	2017/03	2018/03	2019/03
		Actual	Actual	Actual	Actual	Actual	Est.
ROE	%	9.9	9.8	7.0	10.5	10.0	9.7
29 Sectors	%	8.5	8.4	7.8	8.8	10.2	9.9
Ranking		1008	1104	1691	1101	1328	1256
No. of Companies		3329	3340	3421	3438	3493	3507
Percentage from the Top	%	30.3	33.1	49.4	32.0	38.0	35.8

<sup>\*</sup> ROE is an important indicator, calculated as net profit / equity (~ shareholders' equity), that measures the final profit secured using shareholders' equity.

As the average of term-end equity of 2 terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.

ROE for the latest quarter is calculated using estimated net profit for this term and shareholders' equity as of the end of the previous term and of the latest quarter.

ROA	%	7.4	7.9	7.9	7.8	7.8	7.8
29 Sectors	%	5.4	5.2	5.6	5.7	6.2	6.0
Ranking		1027	961	1046	1135	1170	1096
No. of Companies		3351	3355	3427	3450	3540	3512
Percentage from the Top	%	30.6	28.6	30.5	32.9	33.1	31.2

<sup>\*</sup> ROA is calculated as Earnings before Interest and Taxes (operating profit + interest revenue + dividend income and interest on securities) / total assets. It is justifiable for a company to expand its business by financial leverage using debt, if the company's ROA exceeds the company's financing cost (e.g. cost of issuing 10-year corporate bonds = 2%).

Interest coverage ratio shown on P11 indicates the ratio of Earnings before Interest and Taxes to financial expenses (interest and discount expenses), with 10 times regarded as ideal.

If the interest coverage ratio holds a sufficient level with a high ROA and Profit Ratio of Sales, a company has no problem in financing aggressively.

As the average of term-end equity of 2 terms is used as the denominator, companies unable to be measured with the same standard are excluded.

ROA for the latest quarter is calculated using estimated operating profit for this term and total assets as of the end of the previous term and of the latest quarter.

Dividend Payout Ratio	%	28.9	36.2	56.8	51.4	51.6	
29 Sectors	%	29.2	31.2	33.8	30.1	27.4	
Ranking		1122	639	212	282	218	
No. of Companies		3365	3220	3238	3438	3525	
Percentage from the Top	%	33.3	19.8	6.5	8.2	6.2	

<sup>\*</sup> Dividend Payout Ratio is calculated as total dividend / net profit. It should be noted that it may differ from the figure announced by the companies calculated from profit per share according to the accounting principle.

Data for total annual dividend exceeding net profit and dividend of unprofitable companies are excluded from the rankings.

DOE	%	2.9	3.6	4.0	5.4	5.2	
29 Sectors	%	2.5	2.5	2.7	2.8	2.9	
Ranking		622	398	347	222	237	
No. of Companies		3365	3220	3238	3438	3493	
Percentage from the Top	%	18.5	12.4	10.7	6.5	6.8	

<sup>\*</sup> DOE, calculated as ROE times the dividend payout ratio, can be called the "true dividend payout ratio", and is closely tracked by global investors.

Its inverse (1 / DOE) equals the period (year) to recover shareholders' equity via the dividend.

As the average of term-end equity of two terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.



Spring Capital Co., Ltd.

Management Indicators, Cash Flow, and Financial Indicators Calculated by Spring based on Business Results Announced by the Company (million yen, %, multiple)

Fiscal Year Accounting Period		2013 2014/03	2014 2015/03	2015 2016/03	2016 2017/03	2017 2018/03	Latest Quarter
Data Source		Securities Report	Financial Results				
Current Ratio	%	147.6	153.7	156.3	160.8	163.2	181.1
Fixed Assets Ratio	%	94.0	86.8	93.1	89.4	84.4	84.4
Equity Ratio	%	42.6	44.2	43.4	47.1	48.7	55.1
Debt Ratio	%	122.5	113.8	128.9	110.6	103.7	79.7
D/E Ratio	%	19.2	11.0	27.6	19.2	14.3	11.7
Interest Coverage Ratio	Multiple	119.1	145.8	119.0	98.1	133.8	Calc. only at year-end
Financial Leverage	Multiple	2.3	2.3	2.3	2.1	2.1	1.8
CF from Operating Activities	Y mil	2,459	1,852	1,758	1,154	2,898	
CF from Investing Activities	Y mil	-369	-121	-1,830	-303	-715	
CF from Financing Activities	Y mil	-834	-1,196	737	-1,498	-1,479	
(Cash and Cash Equivalents)	Y mil	(4,352)	(4,900)	(5,555)	(4,896)	(5,672)	
(EBITDA)	Y mil	(2,268)	(2,572)	(2,742)	(2,911)	(3,063)	

Review of Financial Soundness as of Nov. 30, 2018

Comparison with average data of all companies in the TSE 29 industrial sectors (excluding 4 financial sectors) and with the sector

		A 29 sectors	B Sector	Standard Criterion	Standard Value	Desirable Value	The Company	Result
Current Ratio	%	147.5	162.0	Lower of A or B	147.5	Higher	181.1	Positive
Fixed Assets Ratio	%	136.2	100.3	Higher of A or B	136.2	Lower	84.4	Positive
Equity Ratio	%	41.6	38.5	Lower of A or B	38.5	Higher	55.1	Positive
Debt Ratio	%	133.6	155.3	Higher of A or B	155.3	Lower	79.7	Positive
D/E Ratio	%	141.6	166.5	Higher of A or B	166.5	Lower	11.7	Positive

#### Corporate Information as of Nov. 30, 2018

Ticker Code 4658

Company Name Nippon Air Conditioning Services Co., Ltd.

Head Office 239-2 Terugaoka, Meito-ku, Nagoyashi, Aichi, 465-0042 JAPAN

Main trading Mkt. The Tokyo Stock Exchange, First Section

March

TSE Industrial Sector Services

Investment Unit 100 shares

76,100 President Yoji Tanaka Minimum Investment Date of Listing 11/27/1996 Paid-in Capital 1,139 mil yen

Date of Establishment 4/28/1964 Market Capitalization 27,232 mil yen ranked 1,573 of 3,713 companies

25-Day Average Trading Value

Floating Stock Ratio 9.5% Market Cap as of March-end 2018 26,802 mil yen ranked 1,660 of 3,713 companies

Major Shareholder Ownership 57.8% Average Trading Value in FY2017 32 mil yen ranked 2,451 of 3,713 companies



Accounting Period

26 mil yen ranked 2,182 of 3,713 companies

#### **Disclaimers**

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- All sectors in this report refer to the 29 sectors that are among the 33 sectors of the Tokyo Stock Exchange, excluding the 4 financial sectors (Banks, Securities and Commodity Futures, Insurance, and Other Financials) which use different accounting standards and all companies for which common shares were listed on the Japanese stock market as of the end of March 2018. In the calculation for Growth Potential, ROA, ROE, and other items, the companies analyzed total 3,372. Given that the earnings numbers for the most recent 4 fiscal years were used, about 50 companies were excluded in total as some companies had not released earnings results for the relevant terms or had posted zero or negative equity at least once, including about 10 companies whose earnings data cannot be recalculated into reasonable figures based on Japanese accounting standards.
- The numbers used in this report for FY2018 are adopted in the following order of priority: (1) numbers in a company's earnings results; (2) company's forecasts; and (3) estimates by Spring. In the Nov. 2018 report, estimates for FY2018 by Spring are used for 42 companies.
- On P7-P8, a historical comparison is made on Growth Potential, Sales Profitability, ROE, and ROA with 29 business sectors and with the Company's sector as defined by the Tokyo Stock Exchange. The figures for ROE and ROA used in the comparison match those on P10. However, for Growth Potential and Sales Profitability, the calculation method has been changed starting in the finalized report for FY2017 (as of May 2018) such that the calculations are based only on companies that have announced their earnings continuously from FY2010 to FY2017, in order to allow comparison of Growth Potential and Sales Profitability for eight years up to FY2018. Therefore, the number of companies on which the calculation is based is different from the number as shown on P9.
- Going forward, this report will be prepared on a quarterly basis, with the FY2018 Q3 report (based on February 2019) to be issued in the month following the month of basis. The finalized report for FY2018 will be based on May 2019 and issued in the following month.
- Overall Management Indicator (as scored by Spring) in this report represents an overall score, which is a composite of Growth Potential, Asset & Capital Profitability, Sales Profitability, and Sound Dividend Payout Ratio. The weighting for each category has been set at 30%, 25%, 20%, and 25%, respectively.
- Corporate earnings data in this report are owned by Spring, and some data have been verified with information vendors with which Spring has a contract for greater accuracy. However, Spring does not guarantee completeness of the information. The content of this report was valid at the time the materials were compiled and may change without prior notice.

