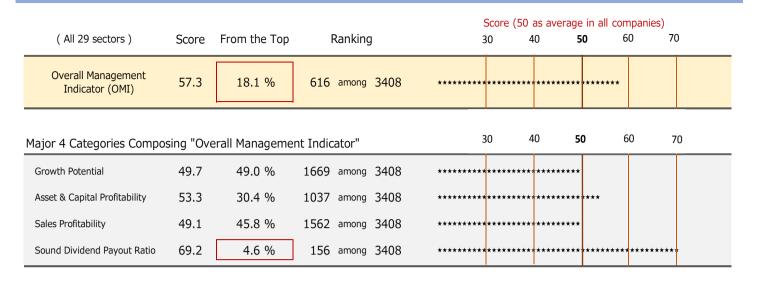
Nippon Air Conditioning Services Co., Ltd. (4658 TSE/NSE 1st. Section) Overall Management Indicator

Based on the data as of Nov. 2019 Nov. 29, 2019 Spring Capital Co., Ltd.



(In the Sector)	Score	From the Top	Ranking
Overall Management Indicator	57.3	34.0 %	144 among 424
Growth Potential	49.7	67.7 %	287 among 424
Asset & Capital Profitability	53.3	49.5 %	210 among 424
Sales Profitability	49.1	54.2 %	230 among 424
Sound Dividend Payout Ratio	69.2	12.5 %	53 among 424



··· Within the Top 30%

Overall Management Indicator 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company)

(right axis: no. of companies)



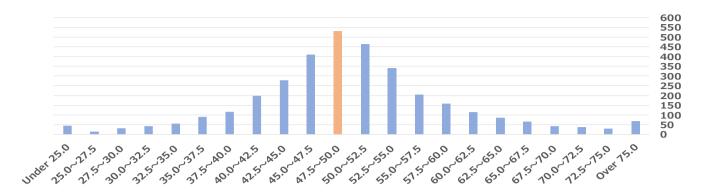
Overall Management Indicator Historical Ranking / Percentage from the Top

Accounting Period	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Reference Date	May 2014	May 2015	May 2016	May 2017	May 2018	May 2019
No. of companies	3279	3220	3238	3326	3372	3408
Ranking	1112	1037	717	677	688	665
From the Top	33.9 %	32.2 %	22.1 %	20.4 %	20.4 %	19.5 %

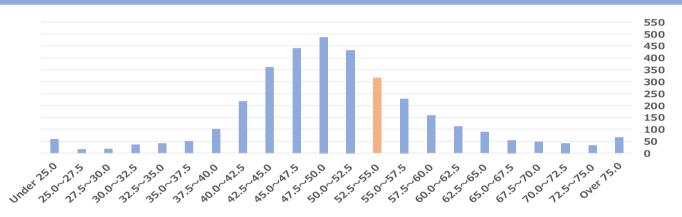


Spring Capital Co., Ltd.

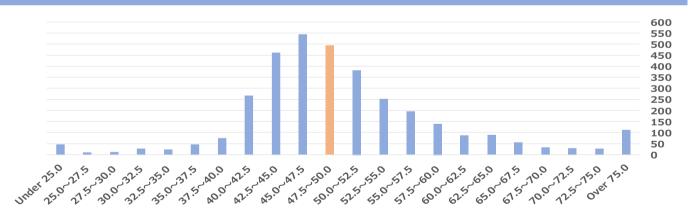
Growth Potential 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



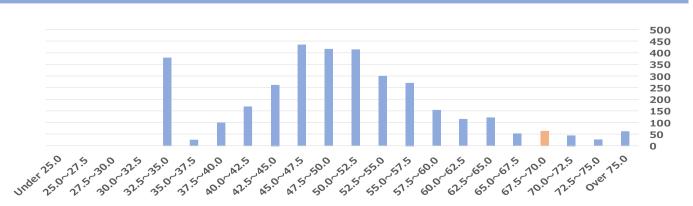
Asset & Capital Profitability 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sales Profitability 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)

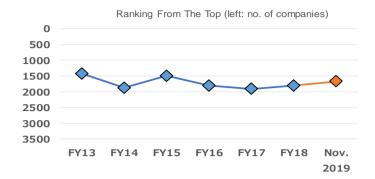


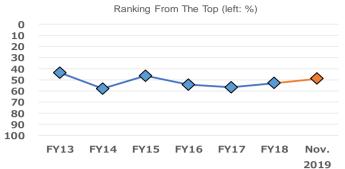
Sound Dividend Payout Ratio 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



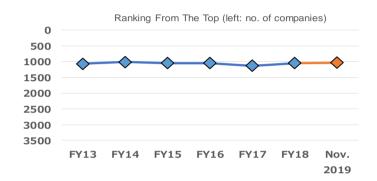


Growth Potential Historical Chart



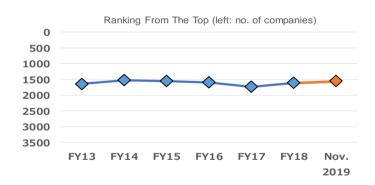


Assset & Capital Profitability Historical Chart



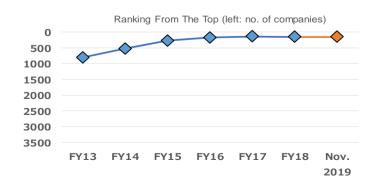


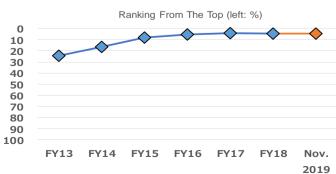
Sales Profitability Historical Chart





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 >			©		
< Recurring Profit Growth Rate >			0		
< Net Profit Growth Rate >			0		

Management Indicators Ranking Quintile Chart (All Categories) Continued

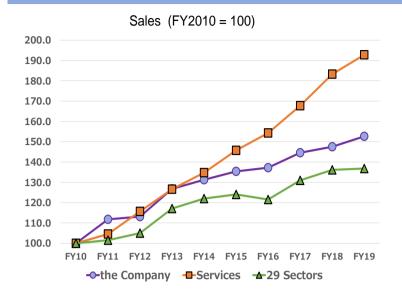
Asset & Capital Profitability - Intermediate Categories · · · ●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > · · · ◎					
(ROA)				•	
< ROA 3 Terms > < ROA Previous Term > < ROA This Term >				© ©	
(ROE)				•	
< ROE 3 Terms > < ROE Previous Term > < ROE This Term >				© © ©	
Sales 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%
(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	47.1	22	48.2	18	47.8	22	47.3	23	48.3	22
Mining	5	51.2	4	54.6	3	48.0	20	54.2	2	46.7	26
Construction	164	50.4	7	50.2	8	51.5	5	49.2	15	50.1	9
Foods	124	48.3	16	48.4	17	48.3	17	47.6	20	50.5	6
Textiles and Apparels	55	44.2	28	44.6	28	44.0	27	46.2	26	48.6	20
Pulp and Paper	26	45.6	27	47.2	23	45.0	26	46.5	25	48.3	21
Chemicals	213	50.4	8	48.6	15	50.3	7	52.2	7	50.9	4
Pharmaceutical	63	45.9	26	48.5	16	42.2	29	48.7	17	48.8	18
Oil and Coal Products	11	50.2	9	49.7	9	51.3	6	49.1	16	50.4	7
Rubber Products	19	47.7	19	45.1	27	49.6	9	50.9	10	48.9	15
Glass and Ceramics Products	56	49.7	10	49.6	10	49.4	10	51.9	8	48.7	19
Iron and Steel	45	46.1	24	47.9	21	46.0	25	47.4	21	47.2	25
Nonferrous Metals	33	46.4	23	45.9	25	48.6	15	47.3	22	48.2	24
Metal Products	92	48.4	15	48.9	12	48.6	14	49.7	14	48.3	23
Machinery	227	50.5	6	48.8	13	50.1	8	52.9	4	50.6	5
Electric Appliances	243	48.2	17	47.2	22	48.3	18	49.9	13	50.0	11
Transportation Equipment	95	45.9	25	45.5	26	47.1	24	46.9	24	48.8	16
Precision Instruments	51	51.0	5	51.4	5	49.3	11	52.5	5	50.1	8
Other Products	108	47.9	18	46.7	24	47.6	23	48.3	19	51.5	1
Electric Power and Gas	24	49.3	11	50.7	7	47.8	21	50.0	12	49.3	14
Land Transportation	66	48.5	13	49.5	11	48.9	13	51.1	9	46.7	27
Marine Transportation	13	40.8	29	41.8	29	42.5	28	45.7	29	44.2	29
Air Transportation	5	48.4	14	48.1	19	52.1	4	50.1	11	45.6	28
Warehousing and Harbor Transportation	39	49.3	12	50.9	6	49.1	12	48.6	18	48.8	17
Information & Communication	411	53.7	3	54.6	2	52.9	3	52.9	3	49.9	12
Wholesale Trade	313	47.7	20	48.8	14	48.0	19	45.8	28	50.0	10
Retail Trade	344	47.3	21	48.0	20	48.4	16	45.9	27	49.3	13
Real Estate	128	56.2	1	55.7	1	55.0	1	55.9	1	51.5	2
Services	424	54.2	2	53.7	4	54.3	2	52.3	6	51.5	3
All Sectors	3408	50.0		50.0		50.0		50.0		50.0	

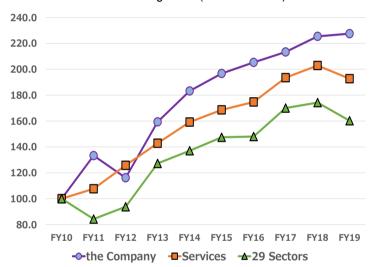
Growth Potential



Sales Change (yoy, %)

	the Company	Services	29 Sectors
FY2011	11.8	4.5	1.5
FY2012	1.2	10.7	3.4
FY2013	12.1	9.5	11.5
FY2014	3.5	6.4	4.2
FY2015	3.2	8.1	1.7
FY2016	1.3	5.9	-2.0
FY2017	5.4	8.7	7.7
FY2018	2.0	9.2	3.9
FY2019	3.5	5.2	0.5
FY2010 – FY2019	1		
9 Term Average	4.8	7.6	3.5
FY2014-FY2019			
5 Term Average	3.1	7.4	2.3

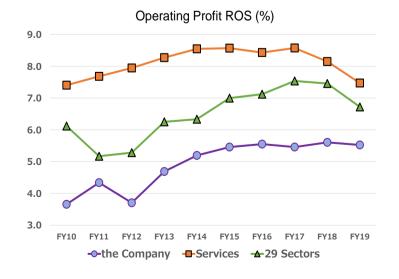
Recurring Profit (FY2010 = 100)



Recurring Profit Change (yoy, %)

	the Company	Services	29 Sectors
FY2011	33.3	7.6	-15.7
FY2012	-12.8	16.8	11.2
FY2013	37.2	13.5	35.8
FY2014	15.0	11.5	7.7
FY2015	7.4	5.9	7.6
FY2016	4.4	3.6	0.4
FY2017	3.9	10.8	14.9
FY2018	5.7	4.8	2.5
FY2019	0.9	-5.0	-8.1
FY2010 – FY2019 9 Term Average	9.6	7.6	5.4
FY2014-FY2019 5 Term Average	4.4	3.9	3.2

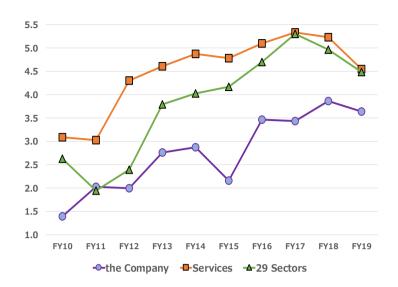
Sales Profitability



Operating Profit ROS (%)

	the Company	Services	29 Sectors
FY2010	3.7	7.4	6.1
FY2011	4.3	7.7	5.2
FY2012	3.7	7.9	5.3
FY2013	4.7	8.3	6.3
FY2014	5.2	8.5	6.3
FY2015	5.5	8.6	7.0
FY2016	5.5	8.4	7.1
FY2017	5.5	8.6	7.5
FY2018	5.6	8.1	7.5
FY2019	5.5	7.5	6.7
FY2010 - FY2019			0.5
10 Term Average	4.9	8.1	6.5
FY2015-FY2019			
5 Term Average	5.5	8.2	7.2

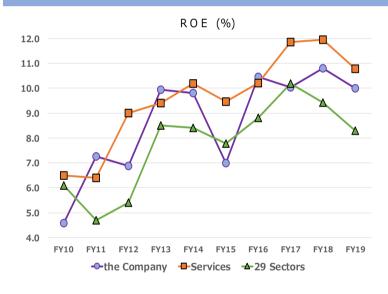
Net Profit ROS (%)



Net Profit ROS (%)

	the Company	Services	29 Sectors
FY2010	1.4	3.1	2.6
FY2011	2.0	3.0	1.9
FY2012	2.0	4.3	2.4
FY2013	2.8	4.6	3.8
FY2014	2.9	4.9	4.0
FY2015	2.2	4.8	4.2
FY2016	3.5	5.1	4.7
FY2017	3.4	5.3	5.3
FY2018	3.9	5.2	5.0
FY2019	3.6	4.5	4.5
FY2010-FY2019			
10 Term Average	2.8	4.5	3.8
FY2015-FY2019			
5 Term Average	3.3	5.0	4.7

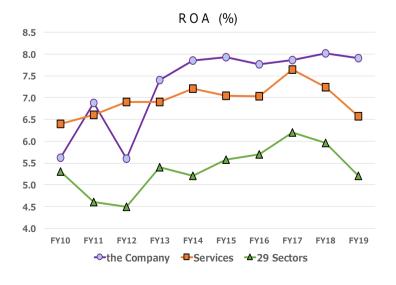
ROE



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	10.8	12.0	9.4
FY2019	10.0	10.8	8.3
FY2010 - FY2019			
10 Term Average	8.7	9.6	7.8
FY2015-FY2019			
5 Term Average	9.7	10.9	8.9

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	7.9	7.6	6.2
FY2018	8.0	7.2	6.0
FY2019	7.9	6.6	5.2
FY2010 – FY2019 10 Term Average	7.3	7.0	5.4
FY2015-FY2019			
5 Term Average	7.9	7.1	5.7

Valuation and Market Data as of Nov. 29, 2019

Closing Price	776	Year High	795	11/25	5/2019
PER (estimated)	15.62	Year Low	626	1/24	4/2019
PER (actual)	15.26	6-Month % Change	18.3 %	(TOPIX)	10.6 %
PBR (actual)	1.54	12-Month % Change	5.5 %	(TOPIX)	2.4 %
Dividend Yield (actual)	3.35 %	12-Month Historical Volatility	23.5 %	(TOPIX)	15.7 %
EV/EBITDA	6.86				
PSR (forecast)	0.57				
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		2014	2015	2016	2017	2018	2019
Accounting Period		2015/03	2016/03	2017/03	2018/03	2019/03	2020/03
		Actual	Actual	Actual	Actual	Actual	Est.
No. of Companies		3363	3443	3467	3512	3512	3556
Sales	Y mil	41,275	42,579	43,143	45,467	46,389	48,000
Ranking		1418	1426	1401	1390	1394	1358
Operating Profit	Y mil	2,144	2,323	2,394	2,481	2,600	2,650
Ranking		1345	1347	1365	1398	1355	1303
Recurring Profit	Y mil	2,215	2,378	2,482	2,579	2,725	2,750
Ranking		1363	1338	1329	1402	1360	1297
Net Profit	Y mil	1,187	918	1,497	1,561	1,792	1,750
Ranking		1438	1640	1364	1443	1352	1311

^{*} Percentage from the Top is not calculated for this section to exclude company size effects.

Operating Profit ROS	%	5.2	5.5	5.5	5.5	5.6	5.5
All Companies	%	5.7	6.2	6.7	7.3	7.2	6.7
Ranking		1507	1588	1666	1746	1637	1611
Percentage from the Top	%	44.8	46.1	48.1	49.7	46.6	45.3
Recurring Profit ROS	%	5.4	5.6	5.8	5.7	5.9	5.7
All Companies	%	5.9	6.2	6.7	7.4	7.2	6.8
Ranking		1557	1577	1622	1743	1635	1588
Percentage from the Top	%	46.3	45.8	46.8	49.6	46.6	44.7
Net Profit ROS	%	2.9	2.2	3.5	3.4	3.9	3.6
All Companies	%	3.6	3.6	4.3	5.2	4.9	4.4
Ranking		1747	2156	1749	1898	1650	1630
Percentage from the Top	%	51.9	62.6	50.4	54.0	47.0	45.8



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)

		2014	2015	2016	2017	2018	2019
Accounting Period		2015/03	2016/03	2017/03	2018/03	2019/03	2020/03
		Actual	Actual	Actual	Actual	Actual	Est.
ROE	%	9.8	7.0	10.5	10.0	10.8	10.0
29 Sectors	%	8.4	7.8	8.8	10.2	9.4	8.3
Ranking		1104	1691	1101	1328	1037	1111
No. of Companies		3340	3421	3438	3493	3507	3546
Percentage from the Top	%	33.1	49.4	32.0	38.0	29.6	31.3

^{*} 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	%	7.9	7.9	7.8	7.9	8.0	7.9
29 Sectors	%	5.2	5.6	5.7	6.2	6.0	5.2
Ranking		961	1046	1135	1170	1089	1019
No. of Companies		3355	3427	3450	3540	3512	3556
Percentage from the Top	%	28.6	30.5	32.9	33.1	31.0	28.7

^{*} 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	%	36.2	56.8	51.4	51.6	50.9	
29 Sectors	%	31.2	33.8	30.1	27.4	32.4	
Ranking		639	212	282	218	284	
No. of Companies		3220	3238	3438	3525	3579	
Percentage from the Top	%	19.8	6.5	8.2	6.2	7.9	

^{*} 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	%	3.6	4.0	5.4	5.2	5.5	
29 Sectors	%	2.5	2.7	2.8	2.9	3.0	
Ranking		398	347	222	237	241	
No. of Companies		3220	3238	3438	3493	3507	
Percentage from the Top	%	12.4	10.7	6.5	6.8	6.9	

^{*} 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.



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		2014 2015/03	2015 2016/03	2016 2017/03	2017 2018/03	2018 2019/03	Latest Quarter
Data Source		Securities Report	Financial Results				
Current Ratio	%	153.7	156.3	160.8	159.4	163.7	175.7
Fixed Assets Ratio	%	86.8	93.1	89.4	85.7	80.3	77.2
Equity Ratio	%	44.2	43.4	47.1	49.1	50.3	53.8
Debt Ratio	%	113.8	128.9	110.6	102.2	96.8	83.9
D/E Ratio	%	11.0	27.6	19.2	14.3	10.5	10.9
Interest Coverage Ratio	Multiple	145.8	119.0	98.1	133.8	178.3	Calc. only year-end
Financial Leverage	Multiple	2.3	2.3	2.1	2.0	2.0	1.9
CF from Operating Activities	Y mil	1,852	1,758	1,154	2,898	2,655	
CF from Investing Activities	Y mil	-121	-1,830	-303	-715	-127	
CF from Financing Activities	Y mil	-1,196	737	-1,498	-1,479	-1,343	
(Cash and Cash Equivalents)	Y mil	(4,900)	(5,555)	(4,896)	(5,672)	(6,828)	
(EBITDA)	Y mil	(2,572)	(2,742)	(2,911)	(3,063)	(3,212)	

Review of Financial Soundness as of Nov. 29, 2019

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	%	145.8	160.7	Lower of A or B	145.8	Higher	175.7	Positive
Fixed Assets Ratio	%	143.0	104.7	Higher of A or B	143.0	Lower	77.2	Positive
Equity Ratio	%	40.6	36.7	Lower of A or B	36.7	Higher	53.8	Positive
Debt Ratio	%	139.7	168.2	Higher of A or B	168.2	Lower	83.9	Positive
D/E Ratio	%	142.5	173.5	Higher of A or B	173.5	Lower	10.9	Positive

Corporate Information as of Nov. 29, 2019

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

TSE Industrial Sector Services

Investment Unit 100 shares

Minimum Investment 77,600 President Yoji Tanaka

Date of Listing 11/27/1996 Paid-in Capital 1,139 mil yen

Date of Establishment 4/28/1964 Market Capitalization 27,768 mil yen ranked 1,555 of 3,791 companies

Accounting Period March 25-Day Average Trading Value 35 mil yen ranked 2,076 of 3,791 companies

Floating Stock Ratio 9.2% Market Cap as of March-end 2019 24,369 mil yen ranked 1,594 of 3,760 companies

Major Shareholder Ownership 58.5% Average Trading Value in FY2018 26 mil yen ranked 2,370 of 3,760 companies



Disclaimers

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Disclaimers on Overall Management Indicator

- "All sectors" in this report refer to the 29 sectors that remain when the four financial sectors (Banks, Securities and Commodity Futures, Insurance, and Other Financials), which use different accounting standards, are excluded from the 33 sectors as defined by the Tokyo Stock Exchange, and consist of all companies whose common shares were listed on the Japanese stock market as of the end of March 2019. Since calculations of the Growth Potential, the ROA, the ROE, and other items use figures of full-year financial results for the most recent four fiscal years, the ranking excludes companies that had not released full-year financial results and companies that had posted zero or negative equity at least once during the four-year period, as well as companies whose disclosed full-year financial results could not be recalculated into reasonable figures based on the Japanese GAAP and companies that had not been able to disclose the FY 2018 financial results by May 20, 2019. A total of 3,408 companies have been analyzed in the ranking.
- The numbers for FY 2019 used in this report have been adopted from one of the following sources in the order of decreasing priority: (1) the numbers in a company's disclosed financial results; (2) a company's forecast; or (3) the estimates by SC. In this current report based on November 2019 data, SC's estimates for FY 2019 have been used for 48 companies.
- Going forward, the reports for FY 2019 are planned to be prepared on a quarterly basis following the announcements of quarterly results by the companies whose accounting period ends in March. Reports based on the values available as of February 2020 will be issued the following month. The finalized report for FY 2019 will be based on the values available as of May 2020 and will be issued the following month.
- The Overall Management Indicator (as scored by SC) in this report represents an overall score for the major categories (Growth Potential, Asset & Capital Profitability, Sales Profitability, and Sound Dividend Payout Ratio). The weighting for each category is 30%, 25%, 20%, and 25%, respectively.
- The intermediate and minor categories that compose each of the major categories are described on P4 and P5. For the minor categories, extreme values have been adjusted so that the highest and the lowest deviation values are 80 and 20, respectively. For the intermediate and major categories, no adjustment has been made since SC scored both categories based on the minor categories, but the average SC score for the major categories is 50 due to the repeated processing to seek deviation values.
- On P7-P8, a comparison is made on the 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 the Growth Potential and the Sales Profitability, the figures do not match those on P9. This difference is due to the fact that, for the purpose of comparing the Growth Potential over the long term, the target companies for the comparison report have been limited to only those in the 29 business sectors and the Company's sector (as defined by the Tokyo Stock Exchange) that have continuously announced their full-year financial results from FY 2010 to FY 2018. The modification of the universe for the comparison of the Growth Potential is conducted every year in the finalized ranking report for the previous fiscal year based on the values available as of May.
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