# Results for the First Quarter of the Fiscal Year Ending May 31, 2019 

FY2018 (June 1, 2018 - May 31, 2019) Three months ended August 31, 2018

Pasona Group Inc.
First Section TSE (2168)
October 5, 2018
www.pasonagroup.co.jp/english

## Consolidated Results

| (MMlions of yen) | 3M FY17 | (\%) | 3M FY18 | (\%) | $\begin{aligned} & \text { Increase } \\ & \text { /Decrease } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 72,458 | 100.0 | 82,997 | 100.0 | $\begin{aligned} & +10,538 \\ & +14.5 \% \end{aligned}$ |
| Cost of sales | 57,202 | 78.9 | 64,946 | 78.3 | $\begin{gathered} +7,743 \\ +13.5 \% \end{gathered}$ |
| Gross profit | 15,256 | 21.1 | 18,051 | 21.7 | $\begin{aligned} & +2,795 \\ & +18.3 \% \end{aligned}$ |
| SG\&A expenses | 14,222 | 19.6 | 16,599 | 20.0 | $\begin{aligned} & +2,376 \\ & +16.7 \% \end{aligned}$ |
| Operating income | 1,033 | 1.4 | 1,451 | 1.7 | $\begin{array}{r} +418 \\ +40.5 \% \end{array}$ |



## Major Items of Increase/Decrease

- Net sales
- Human resource demand continues to be strong. In addition to providing various solution services tailored to the environment and needs, M\&A and others contributed to expanding revenues.
-Operating income
- Increasing due to improving efficiency of operation.


## Operating Income



## Major Item of Increase/Decrease

- Gross profit improved due to increasing sales and promoting efficiency of operations, etc.
-SG\&A expenses increased due to higher sales, but operating income ratio improved.


## Consolidated Results

(Non-operating/Extraordinary income (loss), Others)

| (Millions of yen) | 3M FY17 | 3M FY18 | Increase/ Decrease | YoY |
| :---: | :---: | :---: | :---: | :---: |
| Operating income | 1,033 | 1,451 | +418 | +40.5\% |
| Non-operating income | 149 | 269 | +120 | +80.9\% |
| Non-operating expenses | 175 | 499 | +323 | +184.4\% |
| Ordinary income | 1,006 | 1,222 | +215 | +21.4\% |
| Extraordinary income | 601 | 8 | (593) | (98.6)\% |
| Extraordinary loss | 14 | 17 | +2 | +18.1\% |
| Income before income taxes | 1,593 | 1,212 | (380) | (23.9)\% |
| Income taxes <br> - current | 677 | (145) | (823) | - |
| Income taxes <br> - deferred | 10 | 821 | +811 | +7782.1\% |
| Income taxes | 687 | 675 | (11) | (1.7)\% |
| Profit attributable to non-controlling interests | 372 | 544 | +171 | +46.1\% |
| Profit (Loss) attributable to owners of parent | 533 | (7) | (540) | - |



## Consolidated Results by Segment

|  |  |  |  |  |  |  |  |  |  |  | (Milli | ons of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Net sales |  |  |  | Operating income (loss) |  |  |  | Operating income margin |  |  |
| Segment |  | 3M FY17 | 3M FY18 | Increase/ <br> Decrease | YoY | 3M FY17 | 3M FY18 | Increase/ <br> Decrease | YoY | 3M FY17 | 3M FY18 | Increase/ Decrease |
| (1) | Expert Services <br> (Temporary Staffing) | 37,172 | 43,626 | +6,454 | +17.4\% | 851 | 1,162 | +311 | +36.6\% | 1.4\% | 1.7\% | +0.3pt |
| (2) | Insourcing (Contracting) | 19,449 | 22,094 | +2,645 | +13.6\% |  |  |  |  |  |  |  |
| (3) | HR Consulting, Education, Training, etc. | 1,580 | 1,857 | +277 | +17.6\% |  |  |  |  |  |  |  |
| (4) | Global Sourcing (Overseas) | 1,724 | 1,961 | +236 | +13.7\% |  |  |  |  |  |  |  |
|  | Subtotal | 59,926 | 69,540 | +9,614 | +16.0\% |  |  |  |  |  |  |  |
| (5) | Career Solutions <br> (Placement/ Recruiting, Outplacement) | 4,004 | 4,568 | +563 | +14.1\% | 670 | 863 | +193 | +28.9\% | 16.7\% | 18.9\% | +2.2pt |
| (6) | Outsourcing | 7,775 | 7,933 | +157 | +2.0\% | 1,184 | 1,684 | +499 | +42.1\% | 15.2\% | 21.2\% | +6.0pt |
| (7) | Life Solutions | 1,250 | 1,355 | +104 | +8.4\% | 49 | 18 | (30) | (62.6)\% | 3.9\% | 1.4\% | (2.5)pt |
| (8) | Public Solutions | 462 | 756 | +294 | +63.6\% | (124) | (389) | (264) | - | - | - | - |
| (9) | Eliminations and Corporate | (961) | $(1,157)$ | (196) | - | $(1,597)$ | $(1,887)$ | (289) | - | - | - | - |
|  | Total | 72,458 | 82,997 | +10,538 | +14.5\% | 1,033 | 1,451 | +418 | +40.5\% | 1.4\% | 1.7\% | +0.3pt |

## Balance sheet



## Segment information

## Expert Services (Temporary staffing)

## Net Sales



## Business Conditions

-3M FY18 result

- Direct employment advances at dispatched companies due to the influence of law revisions such as Labor Contract Law.
- Changing the accounting period of the two NTT Group companies that acquired in the previous term (posting results for five months), and the results of the Nagasaki Diamond Staff contributed.
- Continuing to develop the business for professional jobs such as IT, foreign languages, accounting, etc. with high needs.


## Insourcing (Contracting)

## Net Sales

## BPO Sales

(Billions of yen)
(Billions of yen)


## Global Sourcing (Overseas)

## Net Sales

Sales by Business Segment
(Billions of yen)


|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | 3M 'FY17 | 3M 'FY18 | YoY |
| Temporary Staffing | 784 | 998 | +27.3\% |
| Placement / Recruiting | 481 | 508 | +5.5\% |
| Contracting (Payroll, others) | 289 | 324 | +12.2\% |
| Others | 168 | 129 | (23.2)\% |
| Total | 1,724 | 1,961 | +13.7\% |

Sales by Region (Millions of yen)
※Including overseas outsourcing
Sales composition

## Business Conditions

-3M FY18 result

- Temporary staffing expanded significantly especially in Indonesia and North America.
- Expansion of engineering training and dispatch business with Vietnamese industry collaboration.


## HR Consulting, etc. / Operating Income by Segments

Net Sales (HR Consulting, education, training, etc.)
(Billions of yen)


## Business Conditions

-3M FY18 result

- Large orders for newcomers of training and promotion of contract for public works.
- Increase in placement fees due to direct hiring by client companies.
※ES~GS: Expert Service, Insourcing, HR Consulting, Global Sourcing
(Billions of yen)



## Business Conditions

-3M FY18 result

- Improving profitability due to improved the efficiency of insourcing business in addition to increased sales.


## Career Solutions (Placement/Recruiting, Outplacement )

## Net Sales

Operating Income, Operating Income Margin
(Billions of yen)



## Business Conditions

-3M FY18 result

- In the recruitment business, strengthening the in-house structure contributed to the vigorous demand. The "KOMON NETWORK" where experienced professionals are active as advisors also grows.
- In outplacement business, it grew due to the contribution of large-scale projects from the previous end of term. Promoting comprehensive sales with recruitment business while aiming for efficient management.


## Outsourcing (Benefit One Inc.)

## Net Sales

## Operating Income, Operating Income Margin



## Business Conditions

## -3M FY18 result

- The $B$ to $B$ business of the welfare / healthcare division was positively influenced by the reform of working way and work of the same labor same wage due to the lack of personnel, leading the business results.
- Promoting digitization of operations to reduce costs.

Benefit One Membership
(Thousands people)


FY17

FY18
(Forecast)

## Life Solutions（Childcare，Nursing care）

## Net Sales

```
Operating Income， Operating Income Margin
```

（Billions of Yen）


## Business Conditions

## －3M FY18 result

－Based on the management of nursing homecare facilities， although＂housekeeping service＂and＂service on support for balancing work and nursing care＂are growing， cost increases due to improvement in treatment of nursery teachers，etc．Increasing in revenue and earnings．

## Pasona Foster

－Holding＂Miracle Kids Otemachi＂school children program for elementary school 3rd and 6th graders for summer vacation．


【 The number of facilities 】
※As of Aug．31， 2018
－Daycare facilities 39
－After－school children＇s clubs 42

## Pasona Life Care

－Started trial campaign of housekeeping agency service using Kyotango＇s ingredients as group synergy．


【The number of facilities 】
－Nursing care facilities 25

## Public Solutions

## Net Sales

## Operating Income

（Billions of Yen）


## Business Conditions

## －3M FY18 result

－Tango Kingdom Inc．：Improving profitability by raising customer unit price，expanding sales by regional trading company business and improving operational cost efficiency．
－Since the initial expenses of new facilities such as Nijigennomori＇s glamping was also posted，the deficit widened．

## Tango Kingdom Inc．

－The number of visitors has reached 1.5 million since the opening in April 2015．In＂Memorial Thanksgiving＂， in addition to a ceremonial ceremony，we also held stage performance and drone experience．
－Two original craft beers（＂smoke＂and＂Weitzen＂） received＂Silver Award＂at＂International Beer Cup 2018＂．

## Others

－Holding＂YOWAMUSHI PEDAL GLORY LINE Awajishima Stage＂ with popular animation at Awajishima．
Selling stamp rallies that go round＂Nijigennomori＂and ＂Nojima－Scuola＂，AR games， limited goods．


渡辺航（週刊少年チャンピオン）／弱虫ぺダリレ04製作委員会
－Pasona Heartful received the＂Heisei 30－year Employment Excellent Companies Award＂sponsored by the Tokyo Industry and Labor Bureau．

## Elimination/Corporate Segment Costs



## FY2018 Consolidated Forecasts

(Billions of yen)


## FY2018 Consolidated Forecasts by Segment

|  |  |  |  |  |  |  |  |  |  |  | Milions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  |  |  | Operating income (loss) |  |  |  | Operating income margin |  |  |
| Segment | FY17 | FY18 Forecast | VS FY17 Increase/ Decrease | $\begin{gathered} \text { VS FY17 } \\ \% \end{gathered}$ | FY17 | FY18 Forecast | VS FY17 Increase/ Decrease | $\begin{gathered} \text { VS FY17 } \\ \% \end{gathered}$ | FY17 | FY18 Forecast | VS FY17 Increase/ Decrease |
| Expert Services <br> (Temporary Staffing) | 159,851 | 172,800 | +12,948 | +8.1\% | 5,075 | 5,900 | +824 | +16.3\% | 2.0\% | 2.1\% | +0.1pt |
| Insourcing <br> (Contracting) | 84,429 | 91,800 | +7,370 | +8.7\% |  |  |  |  |  |  |  |
| HR Consulting, Education, Training, etc. | 7,283 | 8,900 | +1,616 | +22.2\% |  |  |  |  |  |  |  |
| Global Sourcing (Overseas) | 7,216 | 8,100 | +883 | +12.2\% |  |  |  |  |  |  |  |
| Subtotal | 258,781 | 281,600 | +22,818 | +8.8\% |  |  |  |  |  |  |  |
| Career Solutions (Placement/Recruiting, Outplacement) | 16,638 | 18,800 | +2,161 | +13.0\% | 3,020 | 2,880 | (140) | (4.7)\% | 18.2\% | 15.3\% | (2.8)pt |
| Outsourcing | 32,656 | 37,600 | +4,943 | +15.1\% | 6,211 | 7,540 | +1,328 | +21.4\% | 19.0\% | 20.1\% | +1.0pt |
| Life Solutions | 5,129 | 5,900 | +770 | +15.0\% | 268 | 170 | (98) | (36.7)\% | 5.2\% | 2.9\% | (2.4)pt |
| Public Solutions | 2,277 | 3,200 | +922 | +40.5\% | $(1,536)$ | $(1,300)$ | +236 |  |  | - |  |
| Elimination/Corporate | $(4,071)$ | $(4,100)$ | (28) | - | $(6,500)$ | $(6,890)$ | (389) | - | - | - |  |
| Consolidated | 311,410 | 343,000 | +31,589 | +10.1\% | 6,539 | 8,300 | +1,760 | +26.9\% | 2.1\% | 2.4\% | +0.3pt |

## Reference

## PASONA

## Quarterly Sales and Income Trends



## Quarterly Sales and Income Trends by Segment

|  |  |  |  |  |  |  | (Millions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  |  |  |  |  | Operating income (loss) |  |  |  |  |  |
| Segment | Q1 FY17 | Q2 FY17 | Q3 FY17 | Q4 FY17 | Q1 FY18 | YoY | Q1 FY17 | Q2 FY17 | Q3 FY17 | Q4 FY17 | Q1 FY18 | YoY |
| Expert Services <br> (Temporary Staffing) | 37,172 | 41,319 | 40,224 | 41,135 | 43,626 | +17.4\% | 851 | 1,479 | 729 | 2,015 | 1,162 | +36.6\% |
| Insourcing (Contracting) | 19,449 | 19,747 | 21,248 | 23,984 | 22,094 | +13.6\% |  |  |  |  |  |  |
| HR Consulting, Education, Training, etc. | 1,580 | 1,656 | 1,876 | 2,169 | 1,857 | +17.6\% |  |  |  |  |  |  |
| Global Sourcing (Overseas) | 1,724 | 1,781 | 1,839 | 1,870 | 1,961 | +13.7\% |  |  |  |  |  |  |
| Subtotal | 59,926 | 64,505 | 65,188 | 69,160 | 69,540 | +16.0\% |  |  |  |  |  |  |
| Career Solutions <br> (Placement/Recruiting, Outplacement) | 4,004 | 4,147 | 3,978 | 4,508 | 4,568 | +14.1\% | 670 | 819 | 626 | 905 | 863 | +28.9\% |
| Outsourcing | 7,775 | 8,473 | 8,118 | 8,288 | 7,933 | +2.0\% | 1,184 | 1,330 | 1,757 | 1,939 | 1,684 | +42.1\% |
| Life Solutions | 1,250 | 1,260 | 1,270 | 1,347 | 1,355 | +8.4\% | 49 | 61 | 76 | 81 | 18 | (62.6)\% |
| Public Solutions | 462 | 735 | 563 | 515 | 756 | +63.6\% | (124) | (607) | (340) | (463) | (389) | - |
| Eliminations and Corporate | (961) | (962) | $(1,047)$ | $(1,100)$ | $(1,157)$ | - | $(1,597)$ | $(1,496)$ | $(1,610)$ | $(1,795)$ | $(1,887)$ |  |
| Total | 72,458 | 78,160 | 78,070 | 82,720 | 82,997 | +14.5\% | 1,033 | 1,585 | 1,238 | 2,681 | 1,451 | +40.5\% |

## Full-Year Key Indicators

## Net Sales and Operating Income Ratio



Notes: 1. Presentation of shareholders' equity amended to a net assets basis in line with changes to accounting standards and policies. Non-controlling interests included in presentation of net assets since the fiscal year ended May $31,2007$.
2. Despite changes in calculation methods for net assets following the introduction of changes to accounting standards and policies, the shareholders' equity ratio since the fiscal year ended May 31,2007 is calculated utilizing an amount equivalent to net assets applicable to common shares.
3. The data for the periods up to and including the fiscal year ended May 31, 2007 are consolidated data for Pasona Inc. The data for the periods commencing the fiscal year ended May 31, 2008 and bey ond are consolidated data for Pasona Group Inc
4. Since the fiscal year ended on May 31, 2016, net income has been referred to profit attributable to owners of parent.
5. As the Company adopted "Partial A mendments to A ccounting Standard for Tax Effect A ccounting" from the beginning of the first quarter of FY2018. As for the financial position, the figures for the previous consolidated fiscal year were processed by the method.

## Stock Information (As of May. 31, 2018)



Principal Shareholders

Breakdown of Shareholders by Number of Share Held


| Yasuyuki Nambu | $14,763,200$ |
| :--- | ---: |
| Nambu Enterprise Inc. | $3,737,800$ |
| Pasona Group Inc. | $2,098,780$ |
| BNYM NON-TREATY DTT | $8.97 \%$ |
| OASIS INVESTMENTS II MASTER FUND LTD. | $5.03 \%$ |
| JP MORGAN CHASE BANK 380621 | $1,251,600$ |
| Credit Suisse AG Hong Kong Trust A/C Client | $4.77 \%$ |
| Pasona Group Employees' Shareholding Association | 817,500 |
| Gratitude Inc. | 690,800 |
| State Street Bank and Trust Company 505004 | 642,800 |

1. The Company's treasury stock ( $2,098,780$ shares, $5.03 \%$ of total issued shares) ranked third. In accordance with Article 308.2 of the Corporations Law, there are no voting rights attached to treasury stock.
2. Pasona Group received a notification from Tempered Investment Management LTD. , that it held 2,550,800 shares as of June 12, 2018 outlined the delivery of a Substantial

Shareholding Report submitted to the Kanto Local Finance Bureau on June 14, 2018. As the Company is unable to confirm the number of shares held as of 31 May, 2018, Tempered Investment Management LTD. has been omitted from the list of major shareholders identified.

## Group Companies（by segment）

| Expert Services，Insourcing <br> HR Consulting，Education and Training，Others |  |
| :---: | :---: |
| Pasona Inc． | CAPLAN Corporation |
| Pasona Tech，Inc． | YASKAWA BUSINESS STAFF CORPORATION |
| Pasona Okayama Inc． | Bewith，Inc． |
| PASONA LOGICOM Inc． | Asahi Beer Communications Co，Ltd． |
| Pasona Masters Inc． | ECOLOVE Inc． |
| Pasona Marketing，Inc． | Pasona Panasonic Business Service Co．，Ltd |
| Pasona Agri－Partners Inc． | Pasona Knowledge Partner Inc． |
| Pasona Tech Systems Inc． | Pasona Job Support Inc． |
| Shin nihon kogyo Co．，Ltd． | Pasona Human Solutions Inc． |
| Pasona Tquila Inc． | Smart Style Co．，Ltd． |
| Nagasaki diamond staff | Job－Hub Inc．Others＊ |
| Global Sourcing |  |
| Pasona N A，Inc． | PASONA CANADA，INC． |
| Pasona Taiwan Co．，Ltd． | Pasona Singapore Pte．Ltd． |
| Pasona Asia Co．，Limited | PT Pasona HR Indonesia |
| Pasona Korea Co．，Ltd | Pasona India Private Limited |
| MGR Consulting Co．，Ltd | Pasona Tech Vietnam Co．，Ltd． |
| Pasona Human Resources（Shanghai）Co．，Ltd． |  |
| Pasona HR Consulting Recruitment（Thailand）Co．，Ltd． |  |
| Pasona Education Co．Limited |  |
| Pasona HR Malaysia Sdn．Bhd． |  |
| PT．Dutagriya Sarana |  |
| CAPLAN（Thailand）Co．，Ltd． | Others |

HR Consulting，Education and Training，Others

Pasona Inc．
Pasona Tech，Inc． Pasona Okayama Inc． PASONA LOGICOM Inc． Pasona Masters Inc． Pasona Marketing，Inc． Pasona Agri－Partners Inc． Pasona Tech Systems Inc． Shin nihon kogyo Co．，Ltd． Pasona Tquila Inc．

## Global Sourcing

Pasona N A，Inc．
Pasona Taiwan Co．，Ltd．
Pasona Asia Co．，Limited Pasona Korea Co．，Ltd

MGR Consulting Co．，Ltd

Pasona HR Consulting Recruitment（Thailand）Co．，Ltd．
Pasona Education Co．Limited
Pasona HR Malaysia Sdn．Bhd．

CAPLAN（Thailand）Co．，Ltd．

## Career Solutions

Pasona Inc．
Pasona Fortune Inc．
Others

## Outsourcing

Benefit One Inc．
Benefit One Health care Inc．
Benefit One Solutions Inc．
Benefit One Payroll Inc．
Benefit One Asia Pte．Ltd．
贝那商务咨询（上海）有限公司
Benefit One USA，INC．
Benefit One（THAILAND）Co．，Ltd．
PT．BENEFIT ONE INDONESIA
Benefit One Deutschland GmbH
REWARDZ PRIVATE LIMITED
DG1 Inc．
National Examination Center Inc．＊
Others＊

## Life Solutions

Pasona Foster Inc．
Pasona Life Care Inc．

## Public Solutions

Pasona Heartful Inc．
Pasona Furusato Incubation Inc．
Tango Kingdom Inc．
Pasona Tohoku Sousei Inc．
Nijigennomori Inc．
Others＊
－Consolidated subsidiaries 69
Equity－method affiliates $11^{*}$
（As of Aug．31，2018）

## Corporate Information

Tokyo Stock Exchange, 1st Section 2168

| Corporate Name | Pasona Group Inc. |
| :---: | :---: |
| Headquarters | Shin Marunouchi Bldg. Comprehensive Group office <br> 1-5-1, Marunouchi, Chiyoda-ku, Otemachi 2-6-2 Chiyoda-ku, <br> Tokyo 100-6514 Tokyo 100-8228 <br>  Phone 03-6734-0200 |
| Established | December 3, 2007 <br> (Founding February 1976) |
| Paid-in Capital | 5,000 million yen |
| Representative | Yasuyuki Nambu |
| Business Activities | Expert Services (Temporary staffing), Insourcing (Contracting), <br> HR Consulting, education and training, others <br> Global Sourcing (Overseas) <br> Career Solutions (Placement/Recruiting, Outplacement ) <br> Outsourcing <br> Life Solutions, Public Solutions |
| Number of Employees | 9,050 (Consolidated, including contract workers) |
| Consolidated Group Companies | Subsidiaries 69, Affiliates 11 |
| URL | www.pasonagroup.co.jp/english/ |

