# Results for the Second Quarter of the Fiscal Year Ending May 31, 2011 

FY2010 First Half (J une 1, 2010 - November 30, 2010)

Pasona Group Inc.
First Section TSE (2168)
J anuary 13, 2011
http:/ / www.pasonagroup.co.jp/ english

## Pasona Group's Role



## Establish Employment Opportunities for the Young Age Demographic

## Employment Environment Condition

The percentage of university graduates who have found work: 57.6\% (Down 4.9 percentage points YoY)

- The first time this rate has fallen below $\mathbf{6 0 \%}$ since statistics were recorded


Source: Survey on Potential Recruits Among Graduating Students at Universities, Junior Colleges, Technical Colleges, and Vocational Schools by J apan's ministries of Health, Labour and Welfare and Ministry of Education, Culture, Sports, Science and Technology

## Fresh Career System

Supporting 1,300 students find work


New graduate support project
(the Small and Medium Enterprise Agency)

- Emergency job creation initiatives projects
(under contract from local public authorities)
- Sapporo City:

Basic business practice training seminars for young adults yet to find work

- Tokai Area:

Internship business for nurturing human resources

- Fukuoka Prefecture:

Business etiquette and related seminars for university and high-school graduates

Contributing to the creation of approximately 4,000 jobs for the young age demographic

## Establish an Agricultural <br> Employment Support Business

## I ncrease in regional public authority commissioned projects

Hokkaido Agricultural Corporations: Business development employment support business
Aichi Prefecture: Agriculture sector human resource development business

Tochigi Prefecture: Home town revitalization and farming management model business

## Initiatives to Date

- Agriculture internship project (from 2003)
- Agri-MBA agriculture business school (from 2007)
- Agriculture, forestry and fisheries business management tutorials (from 2007)
- Specified corporation agriculture support program (Pasona Challenge Farm, from 2008)
etc.

> Pasona's Agricultural Employment Support Business

Implement off-the-job training

- Agri-MBA agriculture business school
- Agriculture, forestry and fisheries business management tutorials



## Global Market Expansion

## Strengthen Overseas Business Activities

- Expand services targeting J apanese companies
- Outsourcing

Management support including agency services encompassing salary and wages calculation as well as labor management

- Consulting services

Formulate human resource strategies and provide local market information

- Establish BPO centers in Dalian and Vietnam (from August 2010)
- Dalian BPO center

Contract J apanese company human resource salary and wages calculation and call center services

- Vietnam IT / BPO center

Contract software development, contract design operating services for the manufacturing sector

- Plans to established three new bases in I ndia (from J anuary 2011)
- In addition to New Delhi, establish new bases in Mumbai, Bangalore and ChennaiHold J OB expositions targeting foreign students studying in J apan
- Hold global human resource development seminars (March 2011)


## Overseas Network

## Asia

Hong Kong (three bases)
Shanghai, Guangzhou, Beijing, Shenzhen, Dalian (two bases)
Taipei (two bases), Xinzhu, Gaoxiong, Chengdu
Singapore, Ho Chi Minh
New Delhi, Mumbai, Bangalore, Chennai

North America
New York, Atlanta, San Francisco, South Bay, Orange County, Chicago, Detroit, Silicon Valley, Toronto
$\Rightarrow$ Eight regions overseas: developing business through 26+3 bases


## As a Social Solutions Company

## Service Infrastructure Diversification

## Service Domain Expansion



Medical


Environment


Information
Sightseeing Communication
Technology


# 1. Overview of Results for the First Half of the Fiscal Year Ending May 31, 2011 

## Further Expansion of the Insourcing and Outsourcing Businesses

## The Insourcing Business

- Robust results from public-sector market contract services
$\Rightarrow$ Growth in new emergency employment, agriculturerelated and other contracts
- Infrastructure and systems development promotion
$\Rightarrow$ Establishment of a project management office (PMO)
- OEM menu upgrade and expansion
$\Rightarrow$ Education and training; mental health; consulting; etc.
The Outsourcing Business (Benefit One Inc.)
- Personal package sales promotion
$\Rightarrow$ OEM supply of a menu of employee benefit services
- New entry into the inbound business
$\Rightarrow$ New business development in the field of tourism


Promote Increased Sophistication and Specialization in Expert Services (Temporary Staffing) Activities
Temporary staffing education and training program upgrade and expansion; creation of new specialist job types and specialist domains


## Promote Group Sales and Marketing Focusing on the Group's Core Comprehensive Base

## Promoting increased efficiency by maximizing Group synergies and reorganization

Specialist domain expansion (application of the Group's nationwide network)


## Strengthen regional sales and marketing

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Pasona Nagasaki Inc.
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I ntegration with Pasona Inc. (November 2010)

[^0]Share transfer (J anuary 2011)
Opening of base in Pasona's own right (March 2011)

## Consolidated Results for the First Half of the Fiscal Year Ending May 31, 2011

- Despite this slight year-on-year contraction in the Group's revenue, the rate of decline in comparative terms has narrowedIn the Outplacement business, cost of sales increased as priority was placed on a quick and definitive turnaround in the placement of employees during the first half of the fiscal year under review. This contributed to a drop in gross profit margins. Ongoing steps were taken to curtail SG\&A expenses by raising business efficiency and reducing costs
- While the Company incurred a net loss, which largely reflect the impact of asset retirement obligations recorded in the first quarter of the fiscal year under review, results were a marked improved $y-0-y$
(Millions of yen)



## 2. Results for the First Half of the Fiscal Year Ending May 31, 2011

The Six months period ended November 30, 2010



| (Millions of yen) | Q2 FY09 | to net sales | Q1 FY10 | to net sales | Q2 FY10 | to net sales | vs FY09 Increase/Decrease | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 44,908 | 100.0 | 44,574 | 100.0 | 44,419 | 100.0 | (488) | (1.1)\% |
| Cost of sales | 36,053 | 80.3 | 36,432 | 81.7 | 36,388 | 81.9 | 335 | 0.9\% |
| Gross profit | 8,855 | 19.7 | 8,142 | 18.3 | 8,031 | 18.1 | (823) | (9.3)\% |
| SG\&A expenses | 7,815 | 17.4 | 7,831 | 17.6 | 7,811 | 17.6 | (4) | (0.1)\% |
| Operating income | 1,039 | 2.3 | 310 | 0.7 | 220 | 0.5 | (818) | (78.8)\% |
| Ordinary income | 1,052 | 2.3 | 319 | 0.7 | 258 | 0.6 | (793) | (75.4)\% |
| Net loss | (594) | (1.3) | (471) | (1.1) | (77) | (0.2) | 516 | - |

In conjunction with the adoption of the "Management Approach," the Company reclassified its business segments effective from the fiscal year ending May 31, 2011. Therefore, percentage increases and decreases compared with the corresponding period of the fiscal year ended May 31 , 2010 have not been provided.

|  |  |  |  |  |  |  |  |  | (Mil | ns of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales |  |  | Operating income |  |  | Operating income margin |  |  |
|  | Segment | Q1 FY10 | Q2 FY10 | H1 FY10 | Q1 FY10 | Q2 FY10 | H1 FY10 | Q1 FY10 | Q2 FY10 | H1 FY10 |
| (1) | Expert Services | 33,667 | 32,915 | 66,583 | 356 | 296 | 653 | 0.9\% | 0.8\% | 0.9\% |
| (2) | I nsourcing | 3,177 | 3,650 | 6,827 |  |  |  |  |  |  |
| (3) | HR Consulting <br> (including TTP, nursing care) | 516 | 543 | 1,060 |  |  |  |  |  |  |
| (4) | Place \& Search | 345 | 443 | 788 |  |  |  |  |  |  |
| (5) | Global Sourcing | 513 | 487 | 1,000 |  |  |  |  |  |  |
|  | Subtotal | 38,219 | 38,040 | 76,260 |  |  |  |  |  |  |
| (6) | Outplacement | 2,634 | 2,468 | 5,103 | 312 | 273 | 586 | 11.9\% | $11.1 \%$ | 11.5\% |
| (7) | Outsourcing | 3,404 | 3,659 | 7,064 | 285 | 346 | 632 | 8.4\% | 9.5\% | 8.9\% |
| (8) | Life Solutions Public Solutions Shared | 897 | 876 | 1,774 | 41 | 32 | 73 | 4.6\% | 3.7\% | 4.2\% |
| (9) | Eliminations and Corporate | (581) | (625) | $(1,207)$ | (685) | ( 728) | $(1,411)$ | - | - | - |
| (10) | T otal | 44,574 | 44,419 | 88,994 | 310 | 220 | 533 | $0.7 \%$ | 0.5\% | 0.6\% |




|  | (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \mathrm{H} 1 \\ \text { FY09 } \end{gathered}$ | $\begin{aligned} & \text { Q1 } \\ & \text { FY10 } \end{aligned}$ | $\begin{aligned} & \text { Q2 } \\ & \text { FY10 } \end{aligned}$ | $\begin{aligned} & \mathrm{H} 1 \\ & \text { FY10 } \end{aligned}$ | vs FY09 <br> Increase/ <br> Decrease | YoY |  |
| Operating income | 905 | 310 | 220 | 533 | (371) | (41.0) \% |  |
| Non-operating income | 108 | 90 | 123 | 214 | 105 | 96.7\% | Non-perating expenses |
| Non-operating expenses | 80 | 81 | 85 | 167 | 86 | 106.6\% | Financial expenses 0.12 billion yen |
| Ordinary income | 933 | 319 | 258 | 580 | (352) | (37.7)\% |  |
| Extraordinary income | 28 | 34 | 2 | 34 | 5 | 19.5\% | Extraordin |
| Extraordinary loss | 84 | 488 | 13 | $502$ | 417 | 493.5\% | Loss on adjustment for changes of accounting standard for |
| Income before income taxes | 877 | (134) | 247 | 112 | (764) | (87.2) \% | 0.48 billion yen |
| Income taxescurrent | 831 | 170 | 332 | 503 | (328) | (39.5)\% |  |
| Income taxes deferred | 1,408 | 79 | (131) | (51) | $(1,460)$ | - | Reversal of the deferred tax assets and so on |
| Minority interests in income | 333 | 86 | 123 | 209 | (123) | (37.0)\% |  |
| Net loss | $(1,696)$ | (471) | (77) | (549) | 1,147 | - |  |



## 4. Overview by Business Segment

## Net Sales

※ Segment figures include intersegment sales (Former segment figures exclude intersegment sales)
(Billions of yen)

※ Year-on-year percentage increase or decrease data for current segments is not presented due to business segment reclassification.
※ The portion of Insourcing business corporate earnings is not included in current segment data.

## Results for the First Half

Increase in new orders from numerous sectors including manufacturing and IT

- Number of temporary staff at work stagnant in Q1
$\rightarrow$ overall decline bottoming out
- Decline in temporary staff in technical positions narrowing; improvement in marketing and sales positions with an overall increase $y-o-y$
- Upward trend compared with plans due largely to an increase in Insourcing activities represented by growth in public-sector market contracts

Sales by Staffing Type
※ New Segments
※ Figures exclude intrasegment sales


Note: Figures for the corresponding period of the previous fiscal year have been adjusted in accordance with the current segments.

## Plans for the Second Half

- Expert Services

I mpact from steps to correct temporary staffing; promotion of a temporary staffing management desk and consolidation

- Insourcing

Continued firm trend; efforts to implement measures aimed at strengthening management structure and systems



※ Reference data for the corresponding period of the previous fiscal year apply to former segments. This is due to business segment reclassification.

| Results for the First Half | ※ Change in sales apportionment <br> period nine-month period <br> $\rightarrow$ ten-month period | Plans for the Second Half |
| :--- | :--- | :--- | | A round of employment correction measure implemented by the |
| :--- |
| corporate sector; drop in orders by around $50 \%$ | | Signs beginning to emerge of a slight recovery in short-term orders |
| :--- |
| Due mainly to the priority placed on a quick and definitive turnaround |
| in the placement of employees, shift in emphasis to counseling and |
| efforts to cultivate employment offers; significant decline in profits |
| owing largely to ballooning costs |


※ Reference data for the corresponding period of the previous fiscal year apply to former segments.
This is due to business segment reclassification.

## Results for the First Half

Employee benefit business: firm trend; implementation of measures aimed at increasing service utilizationSlight year-on-year decrease in operating income; progress at a pitch that is expected to eventually surpass plans

## Plans for the Second Half

Employee benefit business: promote cross marketing targeting existing customers
Personal business: Strengthen services targeting individual members
Incentive business: Steady expansion in existing customer point allocation Fortify efforts to cultivate new customers

Consolidated Forecasts for the Fiscal Year Ending May 31, 2011


## Consolidated Forecasts for the Fiscal Year Ending May 31, 2011 by Segment



Note: Percentage increases and decreases compared with the fiscal year ended May 31, 2010 have not been provided due to the reclassification of segments.

## 4. Reference

Temporary Staffing / Contracting (Unit Price / Pasona Inc.)
PASONA



|  |  | Q1 ${ }_{\text {（June to August）}}$ |  |  |  |  | Q2 ${ }_{\text {（September to }}$ November） |  |  |  |  | Q3 ${ }^{\text {（December to February）}}$ |  |  |  |  | Q4 ${ }_{\text {（March to May）}}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY07 | FY08 | YoY | FY09 | YoY | FY07 | FY08 | YoY | FY09 | YoY | FY07 | FY08 | YoY | FY09 | YoY | FY07 | FY08 | YoY | FY09 | YoY |
|  | Temporary staffing ／Contracting | 53，596 | 51，780 | （3．4）\％ | 40，396 | （22．0）\％ | 52，090 | 49，884 | （4．2）\％ | 37，842 | （24．1）\％ | 51，162 | 46，267 | （9．6）\％ | 36，533 | （21．0）\％ | 51，961 | 43，479 | （16．3）\％ | 37，355 | （14．1）\％ |
|  | Placement／Recruiting | 2，260 | 1，810 | （19．9）\％ | 823 | （54．5）\％ | 1，905 | 1，686 | （11．5）\％ | 595 | （64．7）\％ | 1，795 | 1，253 | （30．2）\％ | 604 | （51．8）\％ | 1，714 | 1，170 | （31．7）\％ | ＊952 | （18．7）\％ |
|  | Outplacement | 1，213 | 1，545 | ＋27．3\％ | 2，280 | ＋47．5\％ | 1，421 | 1，347 | （5．2）\％ | 2，899 | ＋115．1\％ | 1，588 | 1，307 | （17．7）\％ | 3，074 | ＋135．1\％ | 1，634 | 1，593 | （2．5）\％ | ＊5，228 | ＋228．1\％ |
|  | Outsourcing | 3，217 | 3，693 | ＋14．8\％ | 3，432 | （7．1）\％ | 3，389 | 3，785 | ＋11．7\％ | 3，326 | （12．1）\％ | 3，486 | 3，638 | ＋4．4\％ | 3，455 | （5．0）\％ | 3，639 | 3，607 | （0．9）\％ | 3，577 | （0．8）\％ |
|  | Other | 472 | 655 | ＋38．7\％ | 1，020 | ＋55．8\％ | 498 | 632 | ＋27．0\％ | 1，101 | ＋74．2\％ | 574 | 793 | ＋38．1\％ | 1，174 | ＋48．1\％ | 571 | 922 | ＋61．5\％ | 1，161 | ＋25．9\％ |
|  | Eliminations \＆Corporate | （270） | （349） | － | （791） | － | （278） | （385） | － | （856） | － | （356） | （729） | － | （865） |  | （342） | （690） |  | （806） |  |
|  | Temporary staffing／Contracting， Placement／Recruiting | 1，384 | 1，112 | （19．7）\％ | （154） | － | 618 | 913 | ＋47．8\％ | 435 | （52．4）\％ | 1，613 | 484 | （70．0）\％ | 211 | （56．4）\％ | 1，440 | 782 | （45．7）\％ | 137 | （82．4）\％ |
| $$ | Outplacement | 226 | 434 | ＋91．9\％ | 616 | ＋41．9\％ | 361 | 184 | （49．1）\％ | 998 | ＋442．2\％ | 378 | 149 | （60．5）\％ | 926 | ＋519．2\％ | 411 | 257 | （37．5）\％ | 1，313 | ＋410．3\％ |
| 芸 | Outsourcing | （72） | 213 | － | 165 | （22．4）\％ | 550 | 545 | （0．9）\％ | 498 | （8．6）\％ | 929 | 828 | （10．8）\％ | 824 | （0．5）\％ | 476 | 548 | ＋15．0\％ | 764 | ＋39．4\％ |
| 狺 | Other | （9） | （31） |  | （25） |  | 10 | 55 | ＋411．5\％ | （81） |  | （17） | 53 | － | 28 | （47．1）\％ | （10） | （65） |  | （41） |  |
|  | Eliminations \＆Corporate | 0 | （868） | － | （735） | － | 1 | （960） | － | （811） | － | （887） | （947） | － | （701） | － | （961） | （838） |  | （708） |  |
|  | Temporary staffing／Contracting， Placement／Recruiting | 2．5\％ | 2．1\％ | （0．4）pt | － | － | 1．1\％ | 1．8\％ | ＋0．7pt | 1．1\％ | （0．7）pt | 3．0\％ | 1．0\％ | （2．0）pt | 0．6\％ | （0．4）pt | 2．7\％ | 1．8\％ | （0．9）pt | 0．4\％ | （1．4）pt |
| 炭 | Outplacement | 18．6\％ | 28．1\％ | ＋9．5pt | 27．0\％ | （1．1）pt | 25．4\％ | 13．7\％ | （11．7）pt | 34．4\％ | ＋20．7pt | 23．8\％ | 11．4\％ | （12．4）pt | 30．1\％ | ＋18．7pt | 25．2\％ | 16．2\％ | （9．0）pt | 25．1\％ | ＋8．9pt |
| $\hat{\beta}$ | Outsourcing | － | 5．8\％ | ＋8．1pt | 4．8\％ | （1．0）pt | 16．2\％ | 14．4\％ | （1．8）pt | 15．0\％ | $+0.6 \mathrm{pt}$ | 26．6\％ | 22．8\％ | （3．8）pt | 23．9\％ | ＋1．1pt | 13．1\％ | 15．2\％ | ＋2．1pt | 21．4\％ | $+6.2 \mathrm{pt}$ |
| $\begin{aligned} & \text { 薝 } \end{aligned}$ | Other | － | － | － |  |  | 2．2\％ | 8．8\％ | $+6.6 \mathrm{pt}$ | － | － | － | 6．7\％ | － | 2．4\％ | （4．3）pt | － | － | － |  |  |

Net Sales and Operating I ncome Ratio


## Net Assets and Shareholders' Equity Ratio



Net Sales and Operating I ncome Ratio


Net Assets and Shareholders' Equity Ratio



Notes: 1. Presentation of shareholders' equity amended to a net assets basis in line with changes to accounting standards and policies. Minority interests included in presentation of net assets since the fiscal year ended May 31 , 2006 .
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 3 , 2006 is $c$ alalated
2. Despite changes in calculation methods for net assets follow ing the introduction of changes to accounting standards and policies, the shareholders' equity ratio since the fiscal year ended May 31,2006 is calculated utilizing an
amount equivalent to net assets applicable to common shares.
amount equivalent to net assets applicable to common shares
The data for the periods up to and including the fiscal year ended May 31,2007 are consolidated data for Pasona I nc . The data for the periods commencing the fiscal year ended May 31,2008 and bey ond are consolidated data for Pasona Group Inc.

## Breakdown of Shareholders by Type

## Securities

companies


## Principal Shareholders

Breakdown of Shareholders by Number of Share Held

| Financial | Securities |
| :---: | :---: |
| companies | companies |
| 25,117 | 1,450 |
| $6.02 \%$ | $0.34 \%$ |

1,450
$0.34 \%$
Other corporations 62,188 14.92\%

Foreign corporations and other foreign investors
71,610
$17.18 \%$

| Yasuyuki Nambu | Held | 147,632 |
| :--- | ---: | ---: |
| Pasona Group Inc. | $35.41 \%$ |  |
| Nambu Enterprise Inc. | 42,401 |  |
| State Street Bank and Trust Company 505223 | 35,688 |  |
| Sanrio Company, Ltd. | 29,048 |  |
| State Street Bank and Trust Company | 12,000 |  |
| State Street Bank and Trust Company | $2.97 \%$ |  |
| Mellon Bank N. A. as agent for its client Mellon Omibus US Pension | 11,466 |  |
| State Street Bank and Trust Company 505103 | 7,930 |  |
| Japan Trustees Service Bank, Ltd. (Trust Account) | 6,944 |  |

1. The Company's treasury stock ( 42,401 shares, $10.17 \%$ of total issued shares) ranked second. 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 Harris Associates L.P., that it held 55, 497 shares as of Oct. 6, 2010 outlined the delivery of a Substantial Shareholding Report submitted to the Kanto Local Finance Bureau on Oct. 14, 2010. As the Company is unable to confirm the number of shares held as of Nov. 30 , 2010, Harris Associates L.P. has been omitted from the list of major shareholders identified.


[^0]:    Pasona Nakakyushu Inc.

