(Appendix)



# Results for the First Quarter of the Fiscal Year Ending May 31, 2015

FY2014 (June 1, 2014 - May 31, 2015) Three months ended August 31, 2014

Pasona Group Inc.

First Section TSE (2168)

October 10, 2014 www.pasonagroup.co.jp/english

# 3M FY2014 Summary

Net sales

58.7 billions of yen

YoY + 7.5 billions of yen, +14.7%

Net sales rose due to recovery in demand for personnel, conclusion of an M&A deal, and contributions from irregular account closings of some domestic subsidiaries

Operating Income

3.2 billions of yen

YoY (0.51) billions of yen, (61.6)%

Operating income decreased year on year because of a significant decline in Outplacement sales due to the acceleration of income reported in the previous period, along with the quick and definitive turnaround in the placement of service users

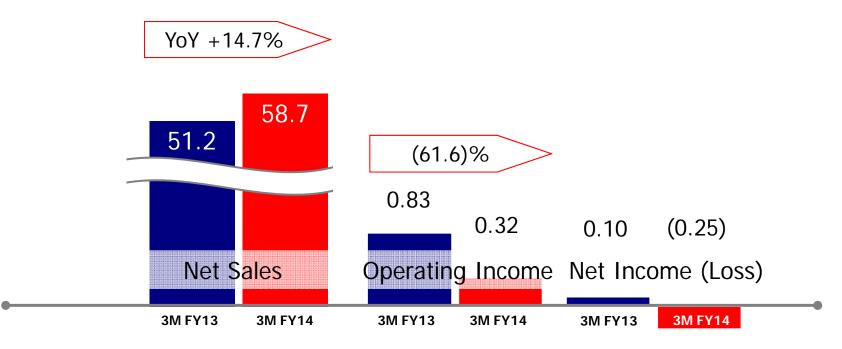
Net loss

(0.25) billions of yen

YoY (3.6) billions of yen

### **Consolidated Results**

(Billions of yen)



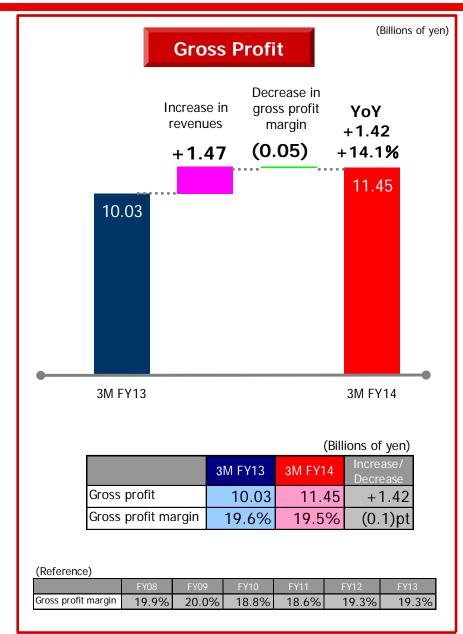
(Millions of yen)	3M FY13	to net sales %	3M FY14	to net sales %	vs FY13 Increase/Decrease	YoY
Net sales	51,212	100.0	58,727	100.0	7,515	14.7%
Cost of sales	41,179	80.4	47,277	80.5	6,097	14.8%
Gross profit	10,032	19.6	11,450	19.5	1,417	14.1%
SG&A expenses	9,197	18.0	11,130	19.0	1,932	21.0%
Operating income	834	1.6	320	0.5	(514)	(61.6)%
Ordinary income	798	1.6	286	0.5	(512)	(64.2)%
Net income(loss)	103	0.2	(253)	-	(356)	-

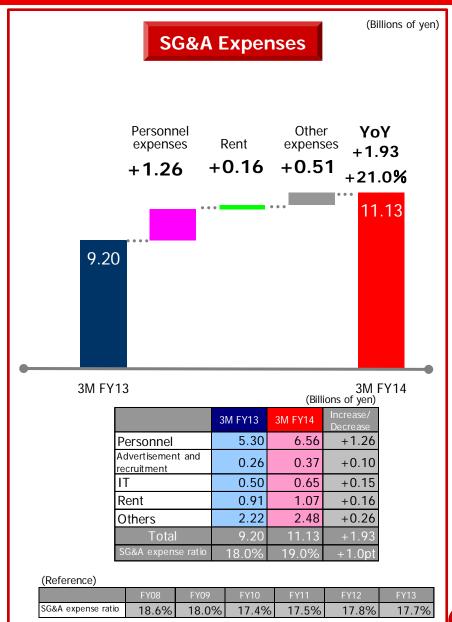
# **Consolidated Results by Segment**

(Millions of yen)

			Net	sales		Ор	erating ir	ncome (lo	ss)	Operating income margin			
	Segment	3M FY13	3M FY14	Increase/ Decrease	YoY	3M FY13	3M FY14	Increase/ Decrease	YoY	3M FY13	3M FY14	Increase/ Decrease	
1	Expert Services	31,169	35,211	4,041	13.0%								
2	Insourcing	9,327	11,372	2,045	21.9%			125					
3	HR Consulting, others	1,013	1,356	342	33.8%	653	770		19.2%	1.5%	1 (0)	0.1mt	
4	Place & Search	762	1,201	438	57.6%	003	779		19.2%	1.5%	1.6%	0.1pt	
5	Global Sourcing	866	1,088	222	25.6%								
	Subtotal	43,140	50,230	7,090	16.4%								
6	Outplacement	3,060	2,184	(875)	(28.6)%	613	28	(585)	(95.4)%	20.1%	1.3%	(18.8)pt	
7	Outsourcing	4,552	4,852	299	6.6%	530	572	42	8.0%	11.7%	11.8%	0.1pt	
8	Life Solutions Public Solutions Shared	1,194	1,926	731	61.3%	(19)	(58)	(39)	-	-	-	-	
9	Eliminations and Corporate	(735)	(465)	270	-	(944)	(1,001)	(57)	-	-	-	-	
10	Total	51,212	58,727	7,515	14.7%	834	320	(514)	(61.6)%	1.6%	0.5%	(1.1)pt	

### **Gross Profit, SG&A Expenses**





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

(Millions	of yen	ı)
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	3M FY13	3M FY14	Increase/ Decrease	YoY
Operating income	834	320	(514)	(61.6)%
Non-operating income	50	63	13	25.8%
Non-operating expenses	86	98	11	12.9%
Ordinary income	798	286	(512)	(64.2)%
Extraordinary income	0	0	0	-
Extraordinary loss	19	13	(5)	(29.5)%
Income before income taxes	778	272	(506)	(65.1)%
Income taxes—current	290	359	69	23.8%
Income taxes — deferred	243	(14)	(258)	-
Minority interests in income	142	180	38	27.4%
Net income (loss)	103	(253)	(356)	-

### **Financial Condition**

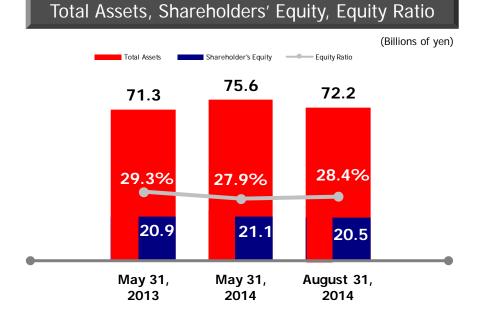
#### **Financial Position**

As of August 31, 2014

·Figures in parentheses indicate changes from the end of the previous fiscal year.

**Total Assets** ¥ 72.2 billion 

Liabilities Liabilities ¥ 45.8 billion (- ¥ 2.6 billion) Shareholders' Equity **Net Assets** ¥ 20.5 billion (- ¥ 0.6billion ) Minority Interests ¥ 5.8 billion ( + ¥ 0.2 billion)



(Billions of yen)	May 31, 2014	August 31, 2014	Increase/ Decrease
Current assets	48.5	44.8	(3.7)
Noncurrent assets	27.1	27.3	0.3
Total assets	75.6	72.2	(3.4)
Current liabilities	37.0	35.0	(1.9)
Noncurrent liabilities	11.5	10.8	(0.7)
Total liabilities	48.4	45.8	(2.6)
Total net assets	27.2	26.3	(0.8)

- · Decrease in cash and deposits ¥(3.8) billion • Decrease in notes and accounts receivable—trade \(\pmu(0.5)\) billion
- Decrease in accounts payable—trade ¥(1.3) billion Decrease in provision for bonuses ¥(0.8) billion
  - Decrease in income taxes payable ¥(0.8) billion
- Net loss
  - ¥(0.3) billion Y(0.4) billion Dividends paid
- Decrease in minority interests ¥(0.2) billion

### Expert Services (Temporary staffing)

**Net Sales** 

X Segment figures include intersegment sales

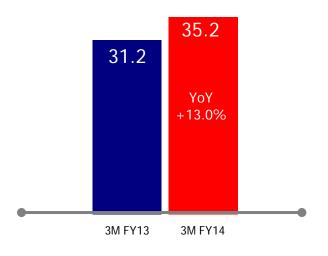
(Billions of yen)

### Sales by Staffing Type

Figures exclude intersegment sales

(Millions of yen)

	3M FY13	3M FY14	YoY
Clerical	17,016	17,377	2.1%
Technical	7,041	8,427	19.7%
IT engineering	4,454	6,260	40.5%
Sales and Marketing	1,480	1,869	26.3%
Other Expert Services	1,118	1,210	8.3%
Total	31,110	35,145	13.0%

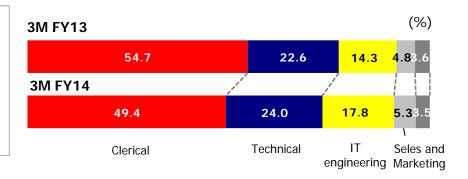


#### **Business Conditions**

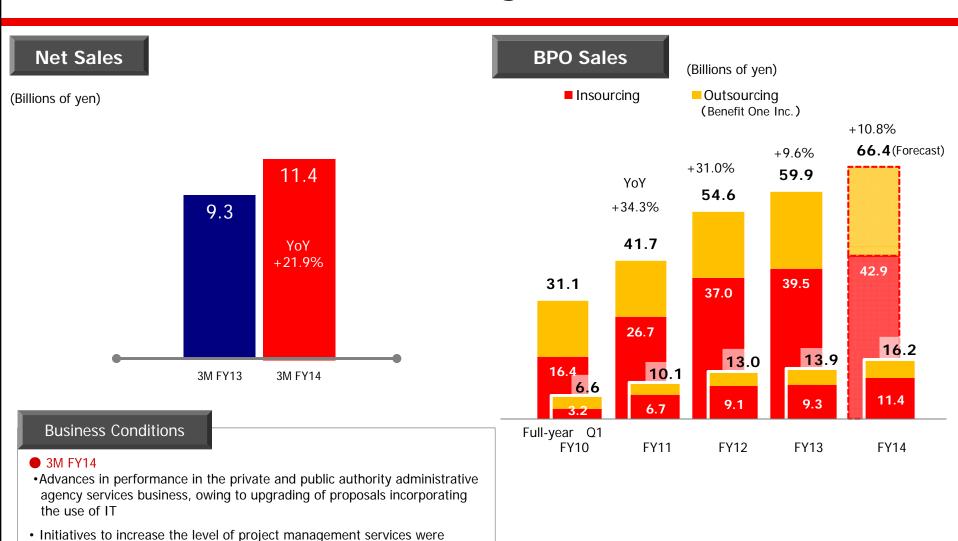
#### 3M FY14

- Demand remained firm, and the increase in contract terminations due to the tightening of staffing regulations has peaked out
- Net sales increased in all occupational categories due to the success of training-style temporary staffing, the effect of M&A, and the impact of irregular account closings

#### Sales Composition

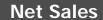


## Insourcing (Contracting)



successful, and the gross profit ratio also rose

### Place & Search (Placement / Recruiting)



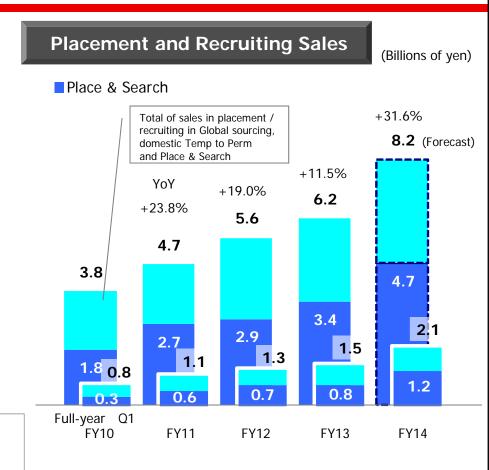
(Billions of yen)



#### **Business Conditions**

#### 3M FY14

- Interest in hiring is strong, and companies in the manufacturing, IT, telecommunications and related fields are increasing their recruiting activities
- Net sales expanded substantially as the policies of training and securing of consultants in the previous period were successful



### Global Sourcing (Overseas)



(Billions of yen)



#### **Business Conditions**

#### 3M FY14

- Achieved increases in all businesses as our full lineup of services became a strength
- Along with the rise in outsourcing needs overseas, we strengthened our proposal capabilities
- To expand our service areas in the ASEAN region, Pasona HR Malaysia was established in May and began operations in October

#### Sales by Business Segment

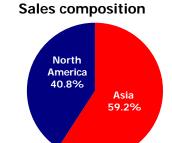
(Millions of yen)

	3M FY13	3M FY14	YoY
Temporary Staffing	308	392	27.1%
Placement / Recruiting	366	413	12.7%
Contracting (Payroll, others)	179	200	11.7%
Others	12	82	589.3%
Total	866	1,088	25.6%

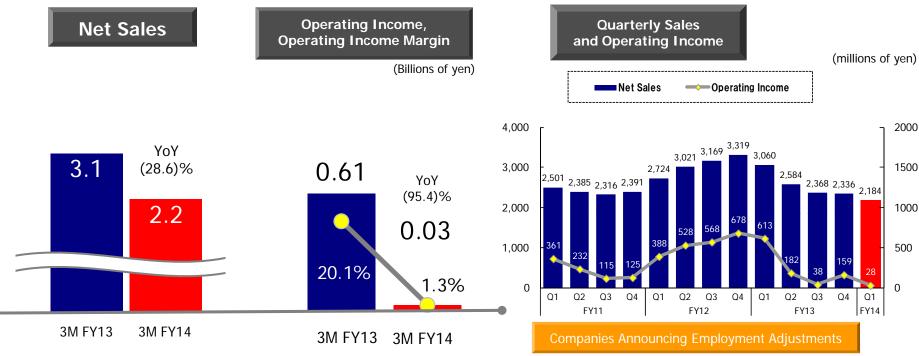


Asia (Exclude Japan) 3M FY14 513 +23.1%

North America 436 +10.1%



### Outplacement



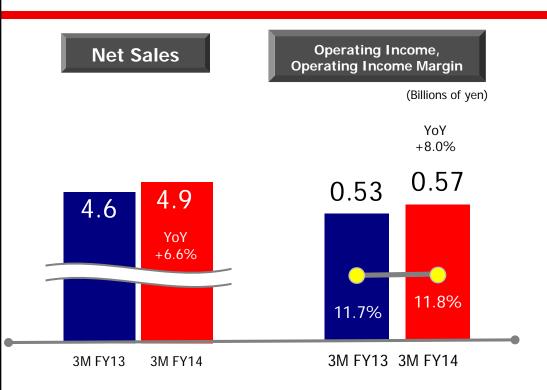
#### **Business Conditions**

#### 3M FY14

- Decrease in orders on the back of economic recovery
- The quick and definitive turnaround in the placement of service users raised the level of operating income in the previous year, and, in reaction, operating income declined significantly year on year during the period under review



### Outsourcing (Benefit One Inc.)



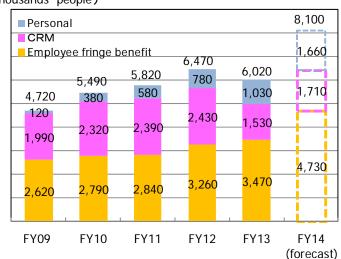
#### **Business Conditions**

#### 3M FY14

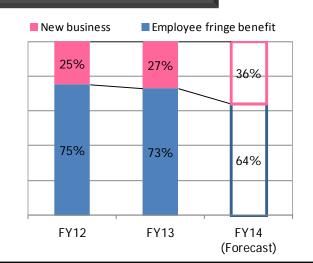
- Achieved increases in net sales and operating income, as diversification initiatives proceeded
- Actively expanding overseas businesses
- Benefit One Shanghai Inc. and Benefit One USA, Inc. have been included in the scope of consolidation beginning with the current period

#### **Benefit One Membership**

(Thousands people)



#### **Diversification of Income**

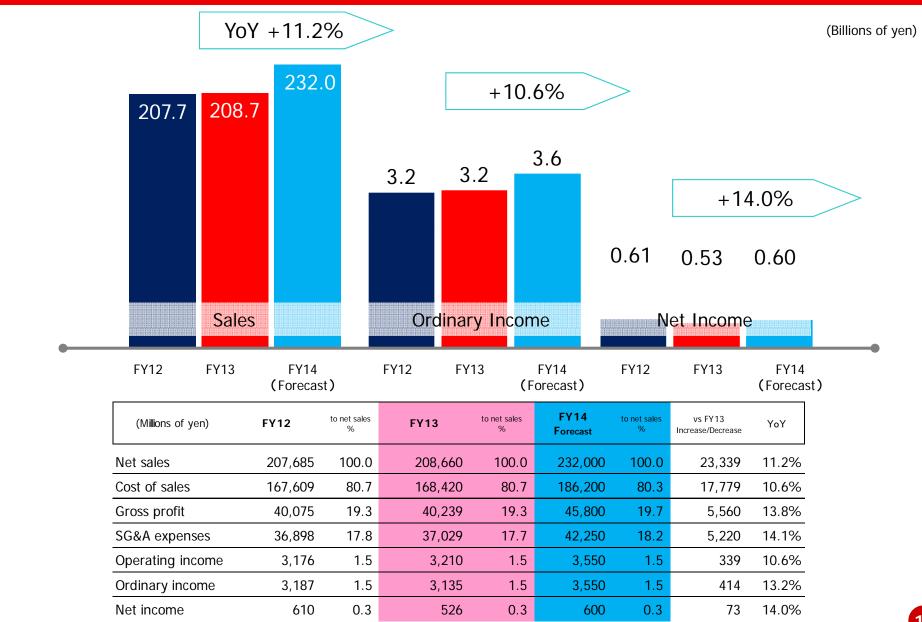


### **FY2014 Consolidated Forecasts**

(millions of yen)

	FY14	H1 Progress	H1		FY14 Fore H2	casts	Full-ye	ar
	ЗМ	rate		YoY		YoY		YoY
Net Sales	58,727	50.8%	115,500	12.6%	116,500	9.9%	232,000	11.2%
Cost of sales	47,277	50.6%	93,420	12.3%	92,780	8.9%	186,200	10.6%
Gross profit	11,450	51.9%	22,080	13.8%	23,720	13.9%	45,800	13.8%
SG&A expenses	11,130	51.9%	21,430	16.6%	20,820	11.6%	42,250	14.1%
Operating income	320	49.3%	650	(37.4)%	2,900	33.5%	3,550	10.6%
Ordinary income	286	44.0%	650	(32.4)%	2,900	33.4%	3,550	13.2%
Net income (loss)	(253)	-	(350)	-	950	72.3%	600	14.0%

### **FY2014 Consolidated Forecasts**



### **FY2014 Consolidated Forecasts by Segment**

Sales

FY14

Forecast

138,650

42,880

5,050

4,720

4,560

195,860

8,770

23,500

5,690

(1,820)

232,000

FY13

124,280

39,527

4,663

3,430

3,668

175,569

10,350

20,356

5,401

(3,017)

208,660

Segment

**Expert Services** 

HR Consulting,

Place & Search

Global Sourcing

Outplacement

Outsourcing

Life Solutions
Public Solutions

**Eliminations and Corporate** 

Consolidated

Shared

Subtotal

Insourcing

others

VS FY13

Increase/

Decrease

14,369

3,352

386

1,289

891

20,290

(1,580)

3,143

288

1,197

23,339

YoY

11.6%

8.5%

8.3%

37.6%

24.3%

11.6%

(15.3)%

15.4%

5.3%

11.2%

(3,748)

3,210

(3,810)

3,550

(61)

339

(Millions of yen) Operating income (loss) VS FY13 FY14 Increase/ FY13 YoY **Forecast** Decrease 2,872 3,610 737 25.7% (693)(69.8)% 993 300 15.1% 3,074 3,540 465 17 (90)(107)

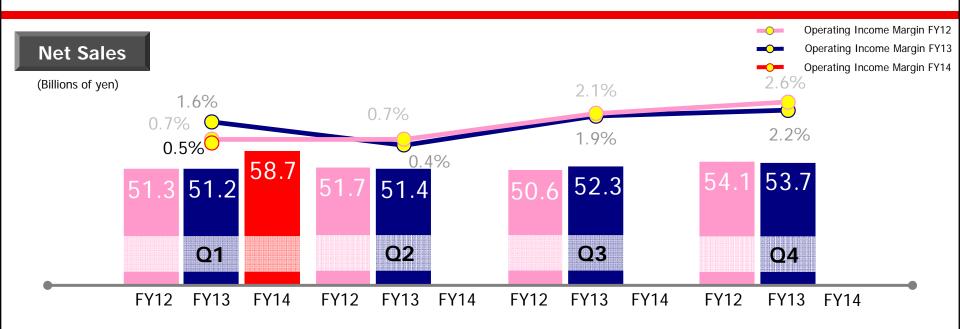
10.6%	
	•

15



### Reference

### **Quarterly Earnings Trends**



														(Millio	ns of yen)
			Q	1 (June to Au	gust)		Q2 (September to November)			Q3 (December to February)			Q4 (March to May)		
		FY12	FY13	YoY	FY14	YoY	FY12	FY13	YoY	FY12	FY13	YoY	FY12	FY13	YoY
	Net sales	51,270	51,212	(0.1)%	58,727	+14.7%	51,705	51,406	(0.6)%	50,585	52,319	+3.4%	54,123	53,721	(0.7)%
	Gross profit	9,517	10,032	+5.4%	11,450	+14.1%	9,553	9,377	(1.8)%	10,022	10,133	+1.1%	10,982	10,695	(2.6)%
	SG&A expenses	9,181	9,197	+0.2%	11,130	+21.0%	9,174	9,174	+0.0%	8,984	9,125	+1.6%	9,557	9,531	(0.3)%
O	Operating income	335	834	+149.0%	320	(61.6)%	379	203	(46.4)%	1,037	1,008	(2.8)%	1,424	1,163	(18.3)%
ons	Ordinary income	330	798	+141.5%	286	(64.2)%	362	163	(54.9)%	1,010	995	(1.5)%	1,483	1,178	(20.5)%
≗	Net income (loss)	(193)	103	-	(253)	-	(260)	(128)	-	160	37	(76.7)%	904	513	(43.2)%
date	Gross profit margin	18.6%	19.6%	+1.0pt	19.5%	(0.1)pt	18.5%	18.2%	(0.3)pt	19.8%	19.4%	(0.4)pt	20.3%	19.9%	(0.4)pt
ed	SG&A expense ratio	17.9%	18.0%	+0.1pt	19.0%	+1.0pt	17.7%	17.8%	+0.1pt	17.8%	17.4%	(0.4)pt	17.7%	17.7%	+0.0pt
	Operating income margin	0.7%	1.6%	+0.9pt	0.5%	(1.1)pt	0.7%	0.4%	(0.3)pt	2.1%	1.9%	(0.2)pt	2.6%	2.2%	(0.4)pt
	Ordinary income margin	0.6%	1.6%	+1.0pt	0.5%	(1.1)pt	0.7%	0.3%	(0.4)pt	2.0%	1.9%	(0.1)pt	2.7%	2.2%	(0.5)pt
	Net income margin	-	0.2%	-	-	-	-	-	-	0.3%	0.1%	(0.2)pt	1.7%	1.0%	(0.7)pt

# **Quarterly Earnings Trends by Segment**

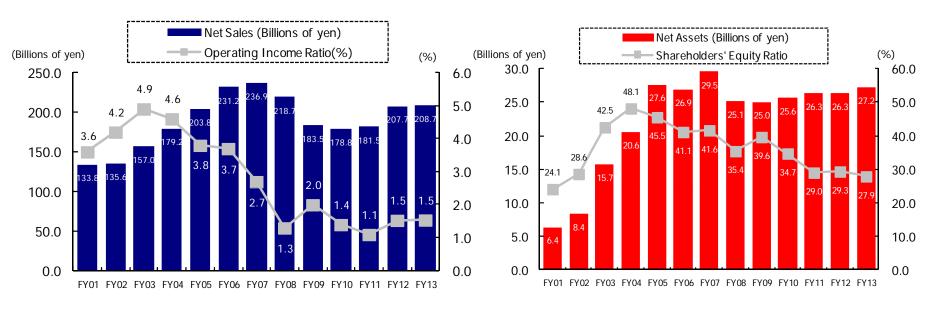
(Millions of yen)

				Sa	les			Operating income						
	Segment         Q1 FY13         Q2 FY13         Q3 FY13         Q4 FY13         Q1 FY14         YoY				Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	YoY				
1	Expert Services	31,169	31,029	30,362	31,718	35,211	13.0%							
2	Insourcing	9,327	9,640	10,570	9,989	11,372	21.9%							
3	HR Consulting, others	1,013	1,022	1,254	1,371	1,356	33.8%	653 51	519 761	761	937	779	19.2%	
4	Place & Search	762	796	810	1,061	1,201	57.6%			937	119	19.2%		
5	Global Sourcing	866	853	1,014	933	1,088	25.6%							
	Subtotal	43,140	43,342	44,012	45,075	50,230	16.4%							
6	Outplacement	3,060	2,584	2,368	2,336	2,184	(28.6)%	613	182	38	159	28	(95.4)%	
7	Outsourcing	4,552	4,883	5,282	5,637	4,852	6.6%	530	435	1,079	1,030	572	8.0%	
8	Life Solutions Public Solutions Shared	1,194	1,353	1,431	1,422	1,926	61.3%	(19)	27	50	(41)	(58)	-	
9	Eliminations and Corporate	(735)	(756)	(775)	(749)	(465)	-	(944)	(961)	(921)	(921)	(1,001)	-	
10	Total	51,212	51,406	52,319	53,721	58,727	14.7%	834	203	1,008	1,163	320	(61.6)%	

# **Key Indicators (Full Year)**

#### **Net Sales and Operating Income Ratio**

#### Net Assets and Shareholders' Equity Ratio



<u>ts</u>												(Mill	lions of yen)
Key Indicators	'02/05	'03/05	'04/05	'05/05	'06/05	'07/05	'08/05	'09/05	'10/05	'11/05	'12/05	'13/05	'14/05
Net Sales	133,822	135,625	156,979	179,156	203,815	231,231	236,945	218,699	183,515	178,806	181,498	207,685	208,660
Gross Profit Margin	18.2%	19.7%	20.9%	20.8%	20.2%	20.3%	20.8%	19.9%	20.0%	18.8%	18.6%	19.3%	19.3%
SG&A Expenses	19,557	21,058	25,104	28,992	33,491	38,542	42,925	40,735	33,070	31,125	31,840	36,898	37,029
SG&A Expense Ratio	14.6%	15.5%	16.0%	16.2%	16.4%	16.6%	18.1%	18.6%	18.0%	17.4%	17.5%	17.8%	17.7%
Operating Income	4,786	5,687	7,648	8,238	7,745	8,507	6,444	2,850	3,660	2,432	1,964	3,176	3,210
Operating Income Ratio	3.6%	4.2%	4.9%	4.6%	3.8%	3.7%	2.7%	1.3%	2.0%	1.4%	1.1%	1.5%	1.5%
Ordinary Income	4,222	5,373	7,329	8,289	7,844	8,807	6,637	3,361	4,044	2,571	2,091	3,187	3,135
Ordinary Income Ratio	3.2%	4.0%	4.7%	4.6%	3.8%	3.8%	2.8%	1.5%	2.2%	1.4%	1.2%	1.5%	1.5%
Net Income	1,974	2,027	3,647	4,363	3,588	4,198	2,962	312	204	412	29	610	526
Net Income Ratio	1.5%	1.5%	2.3%	2.4%	1.8%	1.8%	1.3%	0.1%	0.1%	0.2%	0.0%	0.3%	0.3%
Total Assets	26,526	29,425	37,004	42,884	51,931	54,425	58,513	55,468	52,269	60,564	70,889	71,276	75,615
Net Assets *1	6,388	8,418	15,732	20,644	27,634	26,904	29,468	25,148	24,979	25,642	26,295	26,253	27,181
Shareholders' Equity Ratio *2	24.1%	28.6%	42.5%	48.1%	45.5%	41.1%	41.6%	35.4%	39.6%	34.7%	29.0%	29.3%	27.9%
Current Ratio	121.6%	122.3%	160.2%	182.8%	170.8%	152.1%	154.2%	129.6%	163.3%	175.2%	154.7%	141.8%	131.3%
Number of Employees (exclude contract workers)	1,537	1,687	1,979	2,204	2,608	3,126	3,647	3,671	3,643	3,956	4,452	4,778	5,022

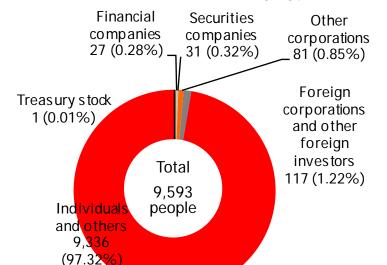
Notes: 1. Presentation of shareholders' equity amended to a net assets basis in line with changes to accounting standards and policies. Minority interests included in presentation of net assets since the fiscal year ended May 31, 2006.

<sup>2.</sup> 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, 2006 is calculated utilizing an amount equivalent to net assets applicable to common shares.

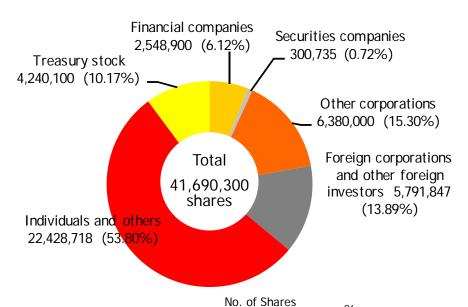
<sup>3.</sup> The data for the periods up to and including the fiscal year ended May 31, 2007 are consolidated data for Pasona Inc. The data for the periods commencing the fiscal year ended May 31, 2008 and beyond are consolidated data for Pasona Group Inc.

### Stock Information (As of May 31, 2014)

#### **Breakdown of Shareholders by Type**



#### **Breakdown of Shareholders by Number of Share Held**



#### Principal Shareholders

<u>elpai Snarenoiders</u>	Held	<u></u> %
Yasuyuki Nambu	14,763,200	35.41%
Pasona Group Inc.	4,240,100	10.17%
Nambu Enterprise Inc.	3,737,800	8.97%
CREDIT SUISSE AG HONG KONG TRUST A/C CLIENT	2,027,000	4.86%
Sanrio Company, Ltd.	1,155,500	2.77%
Pasona Group Employees' Shareholding Association	664,000	1.59%
The Master Trust Bank of Japan, Ltd (Trust account)	575,700	1.38%
MEDICAL ASSOCIA INC.	537,500	1.29%
CMBL S. A. Re Mutual Funds	480,600	1.15%
STATE STREET BANK CLIENT OMNIBUS OM04	450,655	1.08%

<sup>1.</sup> The Company's treasury stock (4,240,100 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.

<sup>2.</sup> Shares held by Medical Associa Inc. do not entail voting rights under the provisions of paragraph 1, Article 308 of the Corporations Law and Article 67 of the Ordinance for Enforcement of the Corporations Law.

<sup>3.</sup> The Company conducted a 1:100 stock split on common stock with an effective date of December 1, 2013, at the same time, adopted a unit share system that set unit share at 100 shares.

# Group Companies (by segment)

**Expert Services** 

Insourcing

HR Consulting, Education and Training, Others

Pasona Inc. Pasona Language Inc.

Pasona Tech. Inc. KIS Co., Ltd.

Pasona Okayama Inc. **CAPLAN Corporation** 

Pasona Logicom Inc. Yaskawa Business Staff Corporation

Pasona Marketing Inc. Bewith, Inc.

Pasona Agri-Partners Inc. Asahi Beer Communications Co., Ltd.

ECOLOVE Inc. Medical Associa Inc.

Nihon Employment Creation Organization Inc.

Pasona Tech Systems Inc. e-Staffing Co., Ltd.\*

Pasona Tquila Inc.\*

Place & Search

Pasona Fortune Inc. Pasona Inc.

**Global Sourcing** 

Pasona NA, 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 Education Co. Limited

TEAM PASONA INDIA COMPANY LIMITED

MGR Search and Selection CO., Ltd.

Pasona Human Resources (Shanghai) Co., Ltd.

Pasona HR Consulting Recruitment (Thailand) Co., Ltd.

Pasona Tech Vietnam Co., Ltd Other 2 companies Outplacement

Pasona Inc.

Outsourcing

Benefit One Inc.

Benefit one Health care Inc.

Benefit One Solutions Inc.

Benefit One Asia Pte. Ltd.

Benefit One Shanghai Inc.

Benefit One USA, Inc.

Chunghwa Benefit One Co., Ltd.\*

National Examination Center Inc. \*

Other 1 company \*

Life Solutions

Pasona Foster Inc.

Pasona Life Care Inc.

**Public Solutions** 

Pasona Heartful Inc.

Pasona Furusato Incubation Inc.

Consolidated subsidiaries 42, Equity-method affiliates 5\*

### **Corporate Data**



Tokyo Stock Exchange, 1st Section 2168

Corporate Name	Pasona Group Inc.	
Headquarters	Shin Marunouchi Bldg. 1-5-1, Marunouchi, Chiyoda-ku, Tokyo 100-6514	<u>Comprehensive Group office</u> Otemachi 2-6-4 Chiyoda-ku, Tokyo 100-8228 Phone 03-6734-0200
Established	December 3, 2007 (Founding February 1976)	
Paid-in Capital	5,000 million yen	
Representative	Yasuyuki Nambu	
Business Activities	Expert Services (Temporary staffing), Insourcing (Contracting), HR Consulting, education and training, others Place & Search (Placement/Recruiting) Global Sourcing (Overseas) Outplacement Outsourcing Life Solutions, Public Solutions, Shared	
Number of Employees	6,316 (Consolidated, including contract workers) (As of May 31, 2014)	
Group Companies	Subsidiaries 42, Affiliates 5	
URL	www.pasonagroup.co.jp/english/	