## I. Report of Meitec Group <Consolidated>

| MEITEC |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Consolidated Results for the $2^{\text {nd }}$ Quarter> <br> - For 6 months period ended Sept. 30, 2012 - <br> (Million of Yen) |  |  |  |  |  |  |  |
|  |  |  | Net Sales | Operating Income | Ordinary Income | Net Income |  |
|  |  | FY2012 | 34,130 | 2,891 | 2,945 | 1,692 |  |
|  | Consolidated | FY2011 | 31,937 | 2,328 | 2,350 | 1,295 |  |
| Results |  | Change(\%) | 6.9\% | 24.2\% | 25.3\% | 30.6\% |  |
| Quarter |  | FY2012 | 27,125 | 2,460 | 2,739 | 1,593 |  |
|  | NonConsolidated | FY2011 | 25,256 | 1,944 | 2,262 | 1,356 |  |
|  |  | Change(\%) | 7.4\% | 26.5\% | 21.1\% | 17.5\% |  |
| <NOTE: | orecasts for | st Half of th | cal Year Endin | March 31, 20 | > | (Million of Yen) |  |
|  |  |  | Net Sales | Operating income | Ordinary Income | Net Income |  |
|  | Forecasts | Consolidated | 33,200 | 2,100 | 2,100 | 1,200 |  |
|  | 10, 2012 | NonConsolidated | 26,400 | 1,800 | 2,100 | 1,300 |  |
| Revis | d Forecast | Consolidated | 33,900 | 2,750 | 2,800 | 1,500 |  |
| Sep | $25,2012$ | NonConsolidated | 27,000 | 2,350 | 2,650 | 1,400 | 2 |

## MEITEC

## <Overview of the Market for the $\mathbf{2}^{\text {nd }}$ Quarter>

- For 6 months period ended Sept. 30, 2012 -

1. Status of Meitec Group's main customer, manufacturers

- Even amid ongoing uncertainty in the business environment, owing to the appreciation of the yen and growing concerns of a worldwide economic slowdown, in part triggered by the European debt crisis, many major Japanese manufacturers, our main customers, continued to invest in technological development.
- Although Japan's power shortage problem has not yet been resolved, many companies have resumed overtime operations this year while not implementing changes in work schedules (e.g., with regard to holidays), as was seen in the previous year.
- In response to the sharp appreciation of the yen, as well as other factors, there has been a strong tendency for Japanese manufacturers to reduce costs, including expenditures for investment in large-scale technological development.

2. Status of our core business, temporary engineers staffing

- As many customers sustained in their investments in technological development, the Company was able to continue to land new contracts as the previous fiscal year.
*Completed assignments of new engineers (MT:220, MF:169) who joined us on April 1, 2012.
- But due to the stronger cost reduction trend, ended contracts exceeded our forecast.


<Meitec Group Results for the $2^{\text {nd }}$ Quarter>
- For 6 months period ended Sept. 30, 2012 -

|  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Temporary Engineers Staffing Business | Meitec | 27,125 | 2,460 | 2,739 | 1,593 |
|  | Meitec Fielders | 4,513 | 269 | 270 | 167 |
|  | Meitec Cast | 1,203 | 44 | 45 | 28 |
| Engineering Solutions Business | Meitec CAE | 513 | 71 | 71 | 43 |
|  | Apollo Giken Group | 733 | (36) | (34) | (1) |
| Global Business | Meitec Shanghai * | 23 | (28) | (28) | (28) |
| Recruiting \& Placement Business | Meitec Next | 368 | 121 | 121 | 112 |
|  | all engineer.jp | 4 | (11) | (10) | (10) |
| Consolidated ** |  | 34,130 | 2,891 | 2,945 | 1,692 |

*Amount for the Global Business is total of Meitec Shanghai, Meitec Xian, Meitec Chengdu and Meitec Shanghai Human Resources.
**After Inter-Company Elimination Adjustments




## II. Report of Meitec <Non-Consolidated>









## III. Performance Forecast

## MEITEC

<Assumptions of the Market in the $2^{\text {nd }}$ Half of the Year> - For the fiscal year ending March 31, 2013 -

1. Manufacturers' investment in technological development will remain unchanged from the first half of fiscal year.
2. But due to continuing and stronger cost reduction trend, number of ended contracts will exceed our initial forecast (for Meitec and Meitec Fielders).
3. The revised target (see page 21) for mid-career recruitments will be reached (by Meitec and Meitec Fielders).
【Undermined Conditions】
As many of our customers are revising their forecast for the fiscal year downward, their impact to our future orders is not certain.
<Forecasts; Fiscal Year Ending March 31, 2013>

| (Millions of Yen) |  | Net Sales | Operating Income | Odrdinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2012 | 70,300 | 6,000 | 6,100 | 5,800 |
|  | FY2011 | 66,955 | 5,450 | 5,531 | $2,827$ |
|  | Change(\%) | 5.0\% | 10.1\% | 10.3\% | 105.1\% |
|  | FY2012 | 55,800 | 5,200 | 5,500 | 5,900 |
|  | FY2011 | 53,188 | 4,613 | 4,988 | 2,590 |
|  | Change(\%) | 4.9\% | 12.7\% | 10.3\% | 127.8\% |


| (Millions of Yen) |  | Net Sales | Operating Income | Odrdinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Initial Forecasts <br> May 10, 2012 | Consolidated | 69,500 | 5,500 | 5,500 | 5,500! |
|  | NonConsolidated | 55,200 | 4,700 | 5,000 | 5,700! |


<Status of Recruiting Newly Graduates (Reference)>

|  |  | MT | MF | Total |
| :---: | :---: | :---: | :---: | :---: |
| Newly Graduate <br> (April 1, 2013) | Initial Forecast | 400 | 150 | 550 |
|  | Forecast | 385 | 165 | 550 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Forecast; Meitec Group> <br> - Fiscal year ending March 31, 2013 - |  |  |  |  |  |  |
|  |  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
|  | Temporary Engineers Staffing Business | Meitec | 55,800 | 5,200 | 5,500 | 5,900 |
|  |  | Meitec Fielders | 9,100 | 520 | 520 | 320 |
|  |  | Meitec Cast | 2,400 | 70 | 70 | 40 |
|  | Engineering Solutions Business | Meitec CAE | 1,100 | 130 | 130 | 80 |
|  |  | Apollo Giken Group | 1,600 | (5) | (5) | 20 |
|  | Global Business | Meitec Shanghai * | 65 | (60) | (60) | (60) |
|  | Recruiting \& Placement Business | Meitec Next | 760 | 210 | 210 | 190 |
|  |  | all engineer.jp | 10 | (50) | (50) | (50) |

[^0]| $\square-\Perp$ MEITEC |  |  |
| :---: | :---: | :---: |
| <Anticipated Effects of Dissolving a Subsidiary (BMOA) to the Performances> |  |  |
| Forcast for Fiscal Year Ending March 31, 2013 |  |  |
| (100Million of Yen) | Consolidated | Non-consolidated |
| Ordinary Income | 61 | 55 |
| Impairment loss, etc. | (3) | (3) |
| Effect from liquidation of subsidiary |  | +4.5 |
| Income before income taxes | 58 | 57 |
| Tax Expenses | (0) | +3 |
| Regular tax expenses | (22) | (19) |
| Effect from liquidation of siubsidiary | +22 | +22 |
| Net Income | 58 | 59 |
| - Effect of dissolution of a subsidiary (BMOA) to the consolidated performance is anticipated to be $\mathbf{2 , 2 0 0}$ million yen decrease of tax expenses as initial forecast. <br> - Also, effect to the non-consolidated performance is anticipated to be gain of 450 million yen from dissolution of subsidiary, in addition to above tax expense decrease. |  |  |

## IV. Shareholder Return





| MEITEC |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Outline of the Core Business (Temporary Engineer Staffing)> |  |  |  |  |  |  |  |
|  |  |  | $\underset{\text { CAE }}{ }$ | MT+MF | MT | MF | CAE |
|  | Utilization Ratio | 2012 | - | 93.9\% | 94.5\% | 91.1\% | - |
|  |  | 2011 | - | 91.5\% | 90.9\% | 94.4\% | - |
|  | Operating Hours | 2012 | - | - | 8.86h/day | 8.87h/day | - |
|  |  | 2011 | - | - | 8.72h/day | 8.70h/day | - |
|  | Number of Engineers | 2012 | 6,976 | 6,896 | 5,586 | 1,310 | 80 |
|  |  | 2011 | 6,750 | 6,668 | 5,498 | 1,170 | 82 |
| Appendix-2 |  |  |  |  |  |  |  |



## MEITEC

## <Top 10 Clients by Sales and Shares of Net Sales> (Non-consolidated)

For the 6 months period ended Sept. 30
<Five years ago >

| 2007 |  |  |
| :--- | :--- | :---: |
| Companies Name |  |  |
| 1 | Panasonic |  |
| 2 | Canon Inc. |  |
| 3 | Sony Corp. |  |
| 4 | Mitsubishi Heavy |  |
| 5 | Omron Corp. |  |
| 6 | Nikon Corp. |  |
| 7 | Denso Corporation |  |
| 8 | Toyota Motor |  |
| 9 | Seiko Epson |  |
| 10 | Yazaki Corp. |  |
| Top | 10 Total |  |
| Top | 9.989 |  |
|  |  |  |
| Others |  |  |
| Total |  |  |
|  |  |  |

<Previous Year >
<Current>

| 2011 |  |  | 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Companies Name |  |  | Companies Name |  |  |
| Mitsubishi Heavy |  |  | 1 Mitsubishi Heavy |  |  |
| 2 Panasonic |  |  | 2 Panasonic |  |  |
| 3 Nikon Corp. |  |  | 3 Nikon Corp. |  |  |
| 4 Canon Inc. |  |  | 4 Canon Inc. |  |  |
| 5 Denso Corporation |  |  | 5 Denso Corporation |  |  |
| 6 Sony Corp. |  |  | 6 Sony Corp. |  |  |
| 7 Kawasaki Heavy |  |  | 7 Kawasaki Heavy |  |  |
| 8 Daikin Industries |  |  | 8 Toyota Motor |  |  |
| 9 Toyota Motor |  |  | 9 Daikin Industries |  |  |
| 10 Mitsubishi Electric Corp. |  |  | 10 Omron Corp. |  |  |
| Top 10 Total | 7,203 | 28.5\% | Top 10 Total | 7.737 | 28.5\% |
| Top 20 Total | 9,737 | 38.6\% | Top 20 Total | 10.680 | 39.4\% |
| Others | 15.519 | 61.4\% | Others | 16.445 | 60.6\% |
| Total | 25,256 | 100.0\% | Total | 27.125 | 100.0\% |









| MEITEC |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <Shareholders by Business Segments (Meitec)> |  |  |  |  |
| Shareholder Segment | (As of the 2nd Quarter Ended Sept. 30, 2012) |  |  |  |
|  | Shareholders | \% | Shares Held | \% |
| Banks | 4 | 0.06\% | 882,401 | 2.54\% |
| Trust Banks | 19 | 0.27\% | 6,346,000 | 18.29\% |
| Life and nonlife insurance companies | 23 | 0.32\% | 4,215,883 | 12.15\% |
| Securities financing and other financial companies | 3 | 0.04\% | 17,860 | 0.05\% |
| Securities companies | 33 | 0.46\% | 222,882 | 0.64\% |
| Business concerns and other companies | 116 | 1.63\% | 284,992 | 0.82\% |
| Overseas companies and investors | 150 | 2.11\% | 16,773,318 | 48.34\% |
| Individuals and others | 6,767 | 95.11\% | 5,956,664 | 17.17\% |
| Total | 7,115 | 100.0\% | 34,700,000 | 100.0\% |
| Appendix-11 |  |  |  |  |


[^0]:    *Amount for the Global Business is total of Meitec Shanghai, Meitec Xian, Meitec Chengdu and Meitec Shanghai Human Resources.

