MEITEC
Results for the 2nd Quarter
of the Fiscal Year Ending
March 31, 2014
November 7, 2013
Meitec Group
I. Report of Meitec Group <Consolidated>


## Overview of the Market for the $2^{\text {nd }}$ Quarter <br> - For 6 months period ended Sept. 30, 2013 -

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

- Many leading manufacturers, which are the major customers of the Company, continued steady investments in technological development looking to the next generation despite recent and near-term economic conditions.
- The trend to thoroughly curb costs, which started after the Lehman shock, is continuing.

2. Status of our core business, temporary engineers staffing

- As many customers continued their investments in technological development, the Company was able to continue to land new contracts on par with the previous fiscal year.
* Engineers who joined us in April 2013 (Meitec: 379, Meitec Fielders: 167) have mostly been assigned to customers according to plan.
- We achieved our targeted number of recruits (upcoming graduates, who will join the company in April 2014). (see page 22)
- Mid-career recruitment was nearly on a par with our plan despite the stagnant job market.



| $\square \square$ MEITEC |  |  |  |  |  |
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| Meitec Group Results for the $2^{\text {nd }}$ Quarter <br> - For 6 months period ended Sept. 30, 2013 - |  |  |  |  |  |
|  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| Temporary Engineers Staffing Business | Meitec | 28,150 | 2,392 | 2,791 | 1,745 |
|  | Meitec Fielders | 5,037 | 350 | 351 | 217 |
|  | Meitec Cast | 1,219 | 55 | 55 | 34 |
|  | Meitec EX | - | (17) | (17) | (17) |
| Engineering Solutions Business | Meitec CAE | 506 | 43 | 43 | 27 |
|  | Apollo Giken Group | 693 | (27) | (31) | (21) |
| Global Business | Meitec Shanghai * | 29 | (43) | (44) | (44) |
| Recruiting \& Placement Business | Meitec Next | 447 | 169 | 169 | 114 |
|  | all engineer.jp | 4 | (18) | (19) | (19) |
| Consolidated ** |  | 35,754 | 2,907 | 2,931 | 1,706 |

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


Comparison of Consolidated SG\&A for the 2 ${ }^{\text {nd }}$ Quarter

- For 6 months period ended Sept. 302013 to the same period of previous FY -
(Millions of Yen)




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








## MEITEC

Comparison of Sales Trend by the Industrial Segments (Non-Consolidated) - From 6 months period ended Sept. 2009 to Sept. 2013 -


## III. Performance Forecast



## MEITEC

Forecasts; Fiscal Year Ending March 31, 2014

| (Millions of Yen) |  | Net Sales | Operating Income | Odrdinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 으त्0O0000 | FY2013 | 73,500 | 6,400 | 6,400 | 4,000 |
|  | FY2012 | 70,330 | 6,354 | 6,427 | 5,993 |
|  | Change(\%) | 4.5\% | 0.7\% | (0.4\%) | (33.3\%) |
| D0000000000000 | FY2013 | 58,000 | 5,400 | 5,800 | 3,600 |
|  | FY2012 | 55,822 | 5,402 | 5,698 | 6,056 |
|  | Change(\%) | 3.9\% | $\triangle 0.1 \%$ | 1.8\% | $\triangle 40.6 \%$ |

※Prerequisites for the forecast have been revised, mainly taking into account our recent estimates for the number of engineers assigned to customers in the temporary engineer staffing business. However, we have not revised the full-year earnings forecasts for the fiscal year ending March 31, 2014, released on May 9,2013 , because the changes in the prerequisites were immaterial.

| MEITEC |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Prerequisites for the Forecast <br> - (MT • MF) for fiscal year ending March 31, 2014 - |  |  |  |  |
|  |  |  | M T | M F |
| Utilization ratio | Fiscal Year | Initial Forecast | 95.0\% | 91.4\% |
|  |  | Revised Forecast | 94.5\% ( $\Delta$ ) | 94.0\% ( + ) |
|  | 1st Half | Initial Forecast | 93.5\% | 87.3\% |
|  |  | Actual | 92.8\% ( $\Delta$ ) | 91.9\% ( + ) |
|  | 2nd Half | Initial Forecast | 96.6\% | 95.5\% |
|  |  | Revised Forecast | 96.0\% ( $\Delta$ ) | 96.0\% ( + ) |
| Operating Hours | Fiscal Year | Initial Forecast | 8.88h/day | 8.92h/day |
|  |  | Revised Forecast | 8.90h/day (+) | 8.96h/day ( + ) |
|  | 1st Half | Initial Forecast | 8.86h/day | 8.87h/day |
|  |  | Actual | 8.89h/day ( + ) | 8.97h/day ( + ) |
|  | 2nd Half | Initial Forecast | 8.90h/day | 8.96h/day |
|  |  | Revised Forecast | 8.90h/day (-) | 8.96h/day ( - ) |
| Mid carrier (throughout the year) |  | Initial Forecast | 250 | 125 |
|  |  | Revised Forecast | 250 (-) | 125 (-) |
| Turnover |  | Initial Forecast | 6.0\% | 11.0\% |
|  |  | Revised Forecast | 6.0\% (-) | 11.0\% (-) |

Status of Recruiting Newly Graduates (Reference)

|  |  | MT | MF | Total |
| :---: | :---: | :---: | :---: | :---: |
| Newly Graduate <br> (April 1, 2014) | Initial Forecast | 400 | 150 | 550 |
|  | Forecast | 404 | 179 | 583 |

※Prospective number of newly graduated engineers for April 2014 (As of Oct.1, 2013)

Forecast; Meitec Group

- Fiscal year ending March 31, 2014 -

|  |  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \frac{\pi}{\dot{N}} \\ & \underset{N}{\prime} \\ & \dot{N} \\ & \dot{N} \end{aligned}$ | Temporary Engineers Staffing Business | Meitec | 58,000 | 5,400 | 5,800 | 3,600 |
|  |  | Meitec Fielders | 10,000 | 750 | 750 | 450 |
|  |  | Meitec Cast | 2,400 | 100 | 100 | 60 |
|  |  | Meitec EX | 10 | (40) | (40) | (40) |
|  | Engineering Solutions Business | Meitec CAE | 1,100 | 120 | 120 | 70 |
|  |  | Apollo Giken Group | 1,500 | 10 | 10 | 5 |
|  | Global Business | Meitec Shanghai * | 80 | (80) | (80) | (80) |
|  | Recruiting \& Placement Business | Meitec Next | 900 | 290 | 290 | 190 |
|  |  | all engineer.jp | 50 | (20) | (20) | (20) |
| *Amount for the Global Business is total of Meitec Shanghai, Meitec Xian, Meitec Chengdu and Meitec Shanghai Human Resources. |  |  |  |  |  |  |

## IV. Shareholder Return



## Future Transformation of the Labor Market

 and Outlook of Meitec Businesses- Coexistence of activation of the industries and stability of employment
- Shift from employment stability to labor fluidity
- To realizing a variety of work style

- Improvement of recognition of indefinite employment type temporary staffing
- Healthy market competition
- Superiority of being No. 1


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Outline of the Core Business (Temporary Engineer Staffing) |  |  |  |  |  |  |  |
|  |  |  | $\underset{\text { CAE }}{\text { MT+MF }}$ | MT+MF | MT | MF | CAE |
|  | Utilization Ratio | 2013 | - | 92.7\% | 92.8\% | 91.9\% | - |
|  |  | 2012 | - | 93.9\% | 94.5\% | 91.1\% | - |
|  | Operating Hours | 2013 | - | - | 8.89h/day | 8.97h/day | - |
|  |  | 2012 | - | - | 8.86h/day | 8.87h/day | - |
|  | Number of Engineers | 2013 | 7,384 | 7,294 | 5,851 | 1,443 | 90 |
|  |  | 2012 | 6,976 | 6,896 | 5,586 | 1,310 | 80 |
| Appendix-2 |  |  |  |  |  |  |  |


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| Sales by the Industrial Segments (Non-Consolidated) - For 6 months period ended Sept. 30 - |  |  |  |  |  |  |  |  |
| Segment | 2009 | 2010 | 2011 | 2012 | 2013 |  |  |  |
|  | Net Sales |  |  |  | Net Sales | Total Net Sales (\%) | Change | Change (\%) |
| Automobile/Transportation | 3,650 | 4,046 | 4,562 | 5,529 | 6,283 | 22.3\% | 754 | 13.6\% |
| Aircraft/Aerospace | 1,427 | 1,685 | 1,893 | 2,099 | 2,276 | 8.1\% | 176 | 8.4\% |
| Industrial Machinery | 2,671 | 3.126 | 3,834 | 4,081 | 4,130 | 14.7\% | 49 | 1.2\% |
| Precision Equipment | 1,342 | 1.430 | 1,697 | 1,977 | 2,194 | 7.8\% | 216 | 11.0\% |
| IT Related Hardware and Devices | 2,188 | 2,544 | 2,504 | 2,492 | 2,588 | 9.2\% | 95 | 3.9\% |
| Electric and Electronics | 3,322 | 3,661 | 4,268 | 4,335 | 3.946 | 14.0\% | (388) | (9.0\%) |
| Semiconductors and Integrated Circuits Design | 1,775 | 2,167 | 1,632 | 1,658 | 1,760 | 6.3\% | 101 | 6.1\% |
| Semiconductor Equipment and Devices | 549 | 574 | 875 | 908 | 920 | 3.3\% | 11 | 1.3\% |
| Information Processing/Software | 1,418 | 1,700 | 1,862 | 1,900 | 1,843 | 6.5\% | (57) | (3.0\%) |
| Plant | 564 | 598 | 705 | 769 | 778 | 2.8\% | 8 | 1.2\% |
| Construction | 45 | 157 | 141 | 172 | 182 | 0.6\% | 9 | 5.6\% |
| Others | 1,142 | 1,006 | 1,277 | 1,199 | 1.246 | 4.4\% | 46 | 3.9\% |
| Total | 20,093 | 22,694 | 25,250 | 27,125 | 28,150 | 100.0\% | 1,025 | 3.8\% |
| Appendix-3 |  |  |  |  |  |  |  |  |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Top 10 Clients by Sales and Shares of Net Sales (Non-consolidated) For the 6 months period ended Sept. 30 |  |  |  |  |  |  |  |  |
| $<$ Five years ago > |  |  | <Previous Year > |  |  | $\begin{gathered} \text { <Current }> \\ \text { (Millions of yen) } \end{gathered}$ |  |  |
| 2008 |  |  | 2012 |  |  | 2013 |  |  |
| Companies Name |  |  | Companies Name |  |  | Companies Name |  |  |
| 1 Panasonic |  |  | 1 Mitsubishi Heavy Industries |  |  | 1 Mitsubishi Heavy Industries |  |  |
| 2 Canon |  |  | 2 Panasonic |  |  | 2 Denso |  |  |
| 3 Sony |  |  | 3 Nikon |  |  | 3 Nikon |  |  |
| 4 Omron |  |  | 4 Canon |  |  | 4 Canon |  |  |
| 5 Denso |  |  | 5 Denso |  |  | 5 Panasonic |  |  |
| 6 Mitsubishi Heavy Industries |  |  | 6 Sony |  |  | 6 Kawasaki Heavy Industries |  |  |
| 7 Nikon |  |  | 7 Kawasaki Heavy Industries |  |  | 7 Sony |  |  |
| 8 Toyota Motor |  |  | 8 Toyota Motor |  |  | 8 Toyota Motor |  |  |
| 9 Seiko Epson |  |  | 9 Daikin Industries |  |  | 9 Toshiba |  |  |
| 10 Yazaki Parts |  |  | 10 Omron |  |  | 10 Omron |  |  |
| Top 10 Total | 10,310 | 33.1\% | Top 10 Total | 7,737 | 28.5\% | Top 10 Total | 7,697 | 27.3\% |
| Top 20 Total | 13.637 | 43.8\% | Top 20 Total | 10.680 | 39.4\% | Top 20 Total | 10.862 | 38.6\% |
| Others | 17.526 | 56.2\% | Others | 16.445 | 60.6\% | Others | 17.287 | 61.4\% |
| Total | 31.163 | 100.0\% | Total | 27,125 | 100.0\% | Total | 28.150 | 100.0\% |
|  |  |  |  |  |  |  |  |  |









| MEITEC |  |  |  |  |
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| Shareholders by Business Segments (Meitec) |  |  |  |  |
| Shareholder Segment | (As of the 2nd Quarter Ended Sept. 30, 2013) |  |  |  |
|  | Shareholders | \% | Shares Held | \% |
| Banks | 3 | 0.04\% | 875,501 | 2.65\% |
| Trust Banks | 19 | 0.28\% | 6,602,700 | 20.01\% |
| Life and nonlife insurance companies | 18 | 0.27\% | 3,814,283 | 11.56\% |
| Securities financing and other financial companies | 3 | 0.04\% | 27,060 | 0.08\% |
| Securities companies | 32 | 0.47\% | 221,139 | 0.67\% |
| Business concerns and other companies | 102 | 1.51\% | 500,512 | 1.52\% |
| Overseas companies and investors | 170 | 2.51\% | 15,273,415 | 46.28\% |
| Individuals and others | 6,422 | 94.87\% | 5,685,390 | 17.23\% |
| Total | 6,769 | 100.0\% | 33,000,000 | 100.0\% |
|  |  |  |  | Appendix-12 |

