# I .Revision to the Results of the Previous Fiscal Year Ended March 31, 2011 

## MEITEC

<Revision to the Results of the Previous Fiscal Year

## Ended March 31, 2011 >

Difference of 412 million yen for bonuses and welfare expenses for the fiscal year ended March 31, 2011 was found between actual and announced result of the fiscal year.
*Major reason was a error made in posting expenses when the company had made return to the employee to compensate for the payroll cut measures applied during the crisis.
Below correction was made to the "Financial Highlights for the Fiscal Year ended March 31, 2011"

| Consolidated <br> P/L (Millions of Yen) | Net Sales | Cost |  | Operating Income | Ordinary Income | Income Tax deferred | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cost of Sales | SG\&A |  |  |  |  |
| Before Revision | 61,790 | 48,462 | 10,294 | 3,032 | 5,000 | (589) | 3,937 |
| After Revision | 61,790 | 48,832 | 10,337 | 2,620 | 4,588 | (754) | 3,690 |
| Difference | - | +369 | +42 | (412) | (412) | (164) | (247) |


| $\begin{gathered} \hline \text { Consolidated } \\ \text { B/S } \\ \text { (Millions of Yen) } \end{gathered}$ | Total Assets | Of which Total Current Assets | Total Liabilities | Of which Total Current Liabilities | Total Equity | Of which Retained Eaning Earnings | Total Liabilities and Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Before Revision | 55,459 | 37,496 | 18,207 | 9,603 | 37,324 | 12,653 | 55,549 |
| After Revision | 55,714 | 37,661 | 18,619 | 10,016 | 37,094 | 12,405 | 55,714 |
| Difference | +164 | +164 | +412 | +412 | (247) | (247) | +164 |

## I. Report of Meitec Group <Consolidated>

<Consolidated Results for 2Q of FY Ending March 31, 2012>

- For 6-months period ended Sept 30, 2011 -

| (Millions of Yen) |  |  | Net Sales | Operating | Ordinary | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Results for Second Quarter | Consolidated | $\begin{aligned} & \text { Apr-11 to } \\ & \text { Sep-11 } \end{aligned}$ | 31,937 | 2,328 | 2,350 | 1,295 |
|  |  | Previous FY <br> Apr-10 to Sep-10 | 29,357 | 662 | 2,087 | 1,615 |
|  |  | Change(\%) | 8.8\% | 251.3\% | 12.6\% | (19.8\%) |
|  | NonConsolidated | Apr-11 to Sep-11 | 25,256 | 1,944 | 2,262 | 1,356 |
|  |  | Previous FY Apr-10 to Sep-10 | 22,698 | 239 | 1,573 | 900 |
|  |  | Change(\%) | 11.3\% | 712.2\% | 43.8\% | 50.5\% |

<NOTE:Forecasts for 1st Half of the Fiscal Year Ending March 31, 2012>

| Initial Forecasts <br> May 12, 2011 <br> (Millions of Yen) | Consolidated | 32,500 | 2,200 | 2,200 | 1,000 |
| :---: | :---: | ---: | ---: | ---: | ---: |
|  | Non- <br> Consolidated | 25,500 | 1,800 | 2,100 | 1,100 |


| (Millions of yen) | 1st Half of FY <br> ended Mar. 2011 |  | 1st Half of FY ending Mar. 2012 |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Yo Y | Change \% |  |
| Subsidies for employment adjustment | 1,401 | 13 | $(1,388)$ | $(99.0 \%)$ |

## MEITEC

<Overview of the market for the $1^{\text {st }}$ Half of the Fiscal Year Ending March 31, 2012>

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

- During the consolidated six months (from April 1, 2011 to September 30, 2011), the Great East Japan Earthquake caused power shortages, disrupted supply chains and other negative factors, and impacted domestic production activities among leading manufacturers, which are the major customers of the Company. Nonetheless, investments in technological development, which had resumed after the Lehman Shock, continued on the whole
- And many customers applied restrictions on overtime work and a change in days off.
- Also, rapid yen appreciation and other factors led to increasing cost reductions among these customers.

2. Status of our core business, temporary engineer staffing

- As many customers continued investments in technological development, the Company was able to continue to land new contracts from the previous quarter.
- On the other hand, the customers tend to cut back on their cost as well. This resulted in more completed contracts than we expected.




<Meitec Group Results for 2Q of FY Ending March 31, 2012>
- For 6-month period ended Sept 30, 2011 -

|  |  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Temporary Engineers Staffing Business | Meitec | 25, 256 | 1,944 | 2,262 | 1,356 |
|  |  | Meitec Fielders | 4,113 | 240 | 242 | 145 |
|  |  | Meitec Cast | 1,160 | 26 | 26 | 16 |
|  | Engineering Solutions Business | Meitec CAE | 536 | 63 | 63 | 38 |
|  |  | Apollo Giken Group | 924 | 2 | 17 | (1) |
|  | Chinese Business (Global Business) | Meitec Shanghai *1 | 9 | (34) | (34) | (34) |
|  | Recruiting \& Placement Business | Meitec Next | 283 | 80 | 80 | 80 |
|  |  | all engineer. ip | 4 | 1 | 1 | 0 |
|  | Consolidated |  | 31,937 | 2,328 | 2,350 | 1,295 |

*1 Chinese business (Global Business) is total of Meitec Shanghai, Meitec Xian, Meitec Chengdu and Meitec Shanghai Human Resources.





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








## III. Performance Forecast

<Assumptions of the Market in $2^{\text {nd }}$ Half of the Year> - For the Fiscal Year ending March 31, 2012 -

1. Although there are many uncertainties such as foreign exchange, etc., manufactures are sustaining their investments in technological development.
2. Customers are increasingly cost-conscious, which led to the number of completed contracts being higher than our initial projection.
3. We expect same trend as Meitec for other business at group companies.
<Forecasts; Fiscal Year Ending March 31, 2012>

| (Millions of Yen) |  | Net Sales | Operating | Ordinary | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Ending <br> Mar-12 | 64,000 | 4,200 | 4,200 | 2,400 |
|  | FY Ended <br> Mar-11 | 61,790 | 2,620 | 4,588 | 3,690 |
|  | Change(\%) | 3.6\% | 60.3\% | (8.5\%) | (35.0\%) |
|  | FY Ending <br> Mar-12 | 50,500 | 3,500 | 3,800 | 2,300 |
|  | FY Ended Mar-11 | 48,260 | 1,724 | 3,550 | 2,141 |
|  | Change(\%) | 4.6\% | 103.0\% | 7.0\% | 7.4\% |


| (Millions of Yen) |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \hline \text { Announced } \\ & \text { May. } 12 \text {, } \\ & 2011 \text {. } \end{aligned}$ | Consolidated | 66,500 | 4,700 | 4,700 | 2,600 |
| Initial Forecast | Non consolidated | 52,500 | 3,900 | 4,200 | 2,400! |




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| :---: | :---: | :---: | :---: | :---: | :---: |
| <Prerequisites of Performance Forecast> <br> - (MT+MF) for FY ending March 31, 2012 - |  |  |  |  |  |
|  |  |  | MT | MF |  |
|  | 1st Half | Initial Forecast | 89.3\% | 93.2\% |  |
|  | 1st Half | Actual | 90.9\% ( + ) | 94.4\% ( + ) |  |
| Utilization | 2nd Half | Initial Forecast | 91.9\% | 95.6\% |  |
| ratio | 2nd Haif | Forecast | 92.9\% ( + ) | 94.4\% (-) |  |
|  | Fiscal Year | Initial Forecast | 90.6\% | 94.4\% |  |
|  | Fiscal Year | Forecast | 91.9\% ( + ) | 94.4\% ( = ) |  |
|  | 1st Half | Initial Forecast | 8.87h/day | 9.02h/day |  |
|  |  | Actual | 8.72h/day (-) | 8.70h/day (-) |  |
| Working | 2nd Half | Initial Forecast | 8.89h/day | 8.97h/day |  |
| Hours | 2 nd Harf | Forecast | 8.66h/day (-) | 8.71h/day (-) |  |
|  | Fiscal Year | Initial Forecast | 8.88h/day | 9.00h/day |  |
|  | Fiscal Year | Forecast | 8.69h/day (-) | 8.71h/day (-) |  |
| Newly grad | uate hires | Initial Forecast\|| | 250 | 150 |  |
| (to Join on A | 1, 2012) | Forecast | 228 (-) | 184 ( + ) |  |
| Mid-ca | eer hire | Initial Forecast | 300 | 150 |  |
|  |  | Forecast | 100 (-) | 100 (-) |  |
|  |  | () indicate differe | ence compared to initial former | forecast | 28 |

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<Forecasts for Meitec Group; Fiscal Year Ending March 31, 2012>

|  |  |  | Net Sales | Operating Income | Ordinary Income | Net Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Temporary Engineers Staffing Business | Meitec | 50,500 | 3,500 | 3,800 | 2,300 |
|  |  | Meitec Fielders | 8,200 | 450 | 450 | 270 |
|  |  | Meitec Cast | 2,300 | 50 | 50 | 30 |
|  | Engineer ingSolutions Bus iness | Meitec CAE | 1,100 | 110 | 110 | 70 |
|  |  | Apollo Giken Group | 1,800 | 10 | 20 | 10 |
|  | Chinese Business | Meitec Shanghai *1 | 25 | (65) | (65) | (65) |
|  | Recruiting \&Placement Business | Meitec Next | 560 | 120 | 120 | 120 |
|  |  | all engineer. jp | 10 | 0 | 0 | 0 |

[^0]

## IV. About Dividend

<Dividend Forecast for the Fiscal Year Ending March 31, 2012 >

|  | First quarter <br> dividends | Second <br> quarter <br> dividends | Third quarter <br> dividends | Year-end <br> dividends | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year ending March 31, <br> 2012 | 29.00 |  | (Forecast) <br> 29.00 | 58.00 |  |
| Actual. Previous Fisca Year <br> ended March 31, 2011 | 0.00 |  | 27.50 | 27.50 |  |

Based on our earnings forecasts and according to the Company's dividend policy, the dividend forecast for the fiscal year ending March 2012 stays at the minimum level of the payout ratio, which is a consolidated dividend on equity ratio (DOE) of $5 \%$. Therefore, we have not reviewed our dividend forecast.

* 50\% of Net Income (forecast) < 5\% of Dividend on Equity (DOE)



## MEITEC

<Outline of the Core Business (Temporary Engineer Staffing)> -For 6 months period ended Sept 30, 2011 -

|  |  |  | $\text { MT+MF }+$ CAE | MT+MF | MT | MF | CAE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Utilization ratio (Company -wide) | $\begin{gathered} \text { Apr-11 to } \\ \text { Sep-11 } \end{gathered}$ | - | 91.5\% | 90.9\% | 94.4\% | - |
|  |  | $\begin{array}{\|c} \hline \text { Previous FY } \\ \text { Apr-10 to } \\ \text { Sep-10 } \\ \hline \end{array}$ | - | 82.1\% | 80.7\% | 88.3\% | - |
|  | Operating Hours | $\begin{gathered} \text { Apr-11 to } \\ \text { Sep-11 } \end{gathered}$ | - | - | 8.72h/day | 8.70h/day | - |
|  |  | Previous FY <br> Apr-10 to <br> Sep-10 | - | - | 8.81h/day | 8.86h/day | - |
|  | Number of Engineers | $\begin{gathered} \text { Apr-11 to } \\ \text { Sep-11 } \end{gathered}$ | 6,750 | 6,668 | 5,498 | 1,170 | 82 |
|  |  | Previous FY <br> Apr-10 to <br> Sep-10 | 7,058 | 6,971 | 5,746 | 1,225 | 87 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Sales by the Industrial Segments (Non-Consolidated)> <br> - For 6 months period ended Sept 30, 2011 - |  |  |  |  |  |  |  |  |
| Segment | $\begin{gathered} \text { Apr-07 to } \\ \text { Sep-07 } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Apr-08 to } \\ \text { Sep-08 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Apr-09 to } \\ \text { Sep-09 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Apr-10 to } \\ \text { Sep-10 } \\ \hline \end{gathered}$ | 1st Half of FY Ending Mar-12 <br> (Apr-11 to Sep-11) |  |  |  |
|  | Nete Sales |  |  |  | Net Sales | Total Net <br> Sales (\%) | Change | Change (\%) |
| Automobile/Transportation | 6,190 | 6,357 | 3,650 | 4,046 | 4,563 | 18.1\% | +516 | +12.8\% |
| Aircraft/Aerospace | 1.478 | 1,484 | 1,427 | 1,685 | 1,894 | 7.5\% | +208 | +12.4\% |
| Industrial Machinery | 3.518 | 4,135 | 2,671 | 3.126 | 3,834 | 15.2\% | +708 | +22.7\% |
| Precision Equipment | 1.541 | 1,670 | 1,342 | 1,431 | 1,697 | 6.7\% | +266 | +18.6\% |
| IT Related Hardware and Devices | 3.522 | 3,320 | 2,188 | 2,545 | 2,504 | 9.9\% | (40) | (1.6\%) |
| Electric and Electronics | 5,235 | 5,029 | 3,322 | 3,661 | 4.268 | 16.9\% | +606 | +16.6\% |
| Semiconductors and Integrated Circuits Design | 4,363 | 4,248 | 1,776 | 2,167 | 1,633 | 6.5\% | (534) | (24.7\%) |
| Semiconductor Equipment and Devices | 1,489 | 1,474 | 550 | 574 | 875 | 3.5\% | +301 | +52.4\% |
| Information Processing/Software | 1,689 | 1,665 | 1,418 | 1,700 | 1,863 | 7.4\% | +162 | +9.6\% |
| Plant | 465 | 577 | 565 | 599 | 706 | 2.8\% | +106 | +17.8\% |
| Construction | 146 | 97 | 46 | 158 | 141 | 0.6\% | (16) | (10.5\%) |
| Others | 1,112 | 1,103 | 1,142 | 1,006 | 1,277 | 5.1\% | +271 | +26.9\% |
| Total | 30.753 | 31,163 | 20,098 | 22,698 | 25,256 | 100.0\% | +2,557 | +11.3\% |
| Appendix-3 |  |  |  |  |  |  |  |  |


| MEITEC |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <Top 10 Clients by Sales and Shares of Net Sales> (Non-consolidated) |  |  |  |  |  |  |  |  |
| <Five years ago > |  |  | <Previous Year > |  |  | <Current> |  | on yen) |
| Apr-06 to Sep-06 |  |  | Apr-10 to Sep-10 |  |  | Apr-11 to Sep-11 |  |  |
| Companies Name |  |  | Companies Name |  |  | Companies Name |  |  |
| 1 Panasonic |  |  | 1 Panasonic |  |  | 1 Mitsubishi Heavy |  |  |
| 2 Sony Corp. |  |  | 2 Mitsubishi Heavy |  |  | 2 Panasonic |  |  |
| 3 Canon Inc. |  |  | 3 Canon Inc. |  |  | 3 Nikon Corp. |  |  |
| 4 Mitsubishi Heavy |  |  | 4 Nikon Corp. |  |  | 4 Canon Inc. |  |  |
| 5 Omron Corp. |  |  | 5 Sony Corp. |  |  | 5 Denso Corporation |  |  |
| 6 Nikon Corp. |  |  | 6 Denso Corporation |  |  | 6 Sony Corp. |  |  |
| 7 Toyota Motor |  |  | 7 Toyota Motor |  |  | 7 Kawasaki Heavy |  |  |
| 8 Seiko Epson |  |  | 8 Kawasaki Heavy |  |  | 8 Daikin Industries |  |  |
| 9 Denso Corporation |  |  | 9 Seiko Epson |  |  | 9 Toyota Motor |  |  |
| 10 Kawasaki Heavy |  |  | 10 Daikin Industries |  |  | 10 Mitsubishi Electric |  |  |
| Top 10 Total | 10,514 | 34.1\% | Top 10 Total | 7,205 | 31.7\% | Top 10 Total | 7,203 | 28.5\% |
| Top 20 Total | 13,836 | 44.9\% | Top 20 Total | 9,601 | 42.3\% | Top 20 Total | 9,737 | 38.6\% |
| Others | 16,963 | 55.1\% | Others | 13,098 | 57.7\% | Others | 15,519 | 61.4\% |
| Total | 30,799 | 100.0\% | Total | 22,698 | 100.0\% | Total | 25,256 | 100.0\% |
|  |  |  |  |  |  | Appendix-4 |  |  |








| MEITEC |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <Shareholders by Business Segments (Meitec)> <br> - At the end of 2Q of FY ending March 31, 2012 - |  |  |  |  |
| Shareholder Segment | (As of the Second Quarter Period Ended September 30, 2011) |  |  |  |
|  | Shareholders | \% | Shares Held | \% |
| Banks | 3 | 0.04\% | 875,501 | 2.49\% |
| Trust Banks | 21 | 0.31\% | 6,297,500 | 17.94\% |
| Life and nonlife insurance companies | 16 | 0.23\% | 4,165,183 | 11.87\% |
| Securities financing and other financial companies | 4 | 0.06\% | 23,260 | 0.07\% |
| Securities companies | 35 | 0.51\% | 195,080 | 0.56\% |
| Business concerns and other companies | 116 | 1.69\% | 322,892 | 0.92\% |
| Overseas companies and investors | 143 | 2.09\% | 17,368,869 | 49.48\% |
| Individuals and others | 6,516 | 95.07\% | 5,851,715 | 16.67\% |
| Total | 6,854 | 100.0\% | 35,100,000 | 100.0\% |
|  |  |  |  | ppendix-11 |


[^0]:    * Chinese business (Global Business) is total of Meitec Shanghai, Meitec Xian, Meitec Chengdu and Meitec Shanghai Human Resources.

