

SUMMARY OF THE Q&A SESSION
AT THE IR MEETING ON NOV. 8, 2011
FOR THE 2nd QUARTER OF THE FISCAL YEAR ENDING MARCH 31, 2012

MEITEC CORPORATION

1. Date: Nov. 8, 2011, 14:00-15:00
2. Place Conference Room at Tokyo Head Office
3. Company Representative

Kosuke Nishimoto	(President and CEO)
Hideyo Kokubun	(Director)
Hiroshi Yoneda	(Director)
Kiyomasa Nakajima	(Director)
Masato Uemura	(Director)
Hidenori Nagasaka	(Director)

4. Q&A

Q: What is the trend in your customers regarding shorter contract term?

A: Although most of the contracts were on one year term prior to the Lehman Shock, from that point, our customers have shown a tendency of reviewing their budget every quarter, resulted in increase of 3 months term contracts especially for new contracts.

Also, in past, even during the period when there were less work at our customers, contracts were kept continuing so that the engineers would be able to get more work experiences. But now, more contracts were made on as needed basis, and 3 months contracts are severely reviewed, numbers of completed contracts are increasing.

Q: What is your recruiting strategy in order to meet your customers' demand for ready to work engineers?

A: We will continue to focus on hiring the mid-career engineers who are ready-to-work. We will also continue to hire new graduates as well. But due to more demand on ready-to-work engineers, it has started to become difficult to assign new graduates to a regular assignment. Off course, first, we will try to assign them to regular assignments. But when it is difficult, we would utilize the Special Scheme Contracts so that those engineers would be able to obtain work experiences. And we believe that those work experiences would allow them to be rotated to regular assignments.

Q: Please tell us about your view on the hiring cost and its contents.

A: What we spent on hiring is not special such as advertisement cost and placement agency fees. We believe that our growth strategy is equal to increasing number of staff in human resource business. Therefore, we consider the hiring cost as strategic investment cost.

Q: Please tell us about the corrections made to the results of the previous fiscal year.

A: Due to a error in posting expenses which was supposed to be posted in the previous fiscal year, we made correction to the results of the previous fiscal year.

Q: What was effect of the earth quake to your income?

A: We believe there was almost no effect to our income for the first half of the fiscal year from the earth quake. If we are to point out, reduced working hours could be said that it was a effect of the earth quake.

Q: What is your perspective on the working hours beyond next fiscal year?

A: We can not comment on that unless we confirm the trend during the second half of the fiscal year.

Q: What is your perspective on the growth of revenue beyond next fiscal year?

A: As we are in human resource business, key factor would be whether we can increase the number of engineering staffs or not. Our objective is to meet the hiring target for the current fiscal year, and increase the number of mid-career hire for next fiscal year to realize increase of sales.

Q: Should we consider that the most important factor for increasing the profits would be hiring?

A: At this point, since we assume that number of new contracts would continue steady, we believe that hiring would be most important key factor.