

Results for the First Quarter of the Fiscal Year Ending May 31, 2019

FY2018 (June 1, 2018 - May 31, 2019) Three months ended August 31, 2018

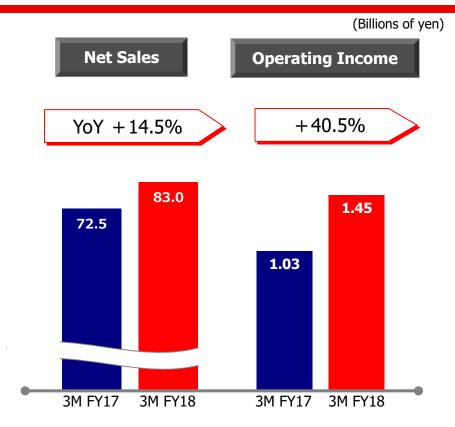
Pasona Group Inc.

First Section TSE (2168)

October 5, 2018 www.pasonagroup.co.jp/english

Consolidated Results

(Millions of yen)	3M FY17	(%)	3M FY18	(%)	Increase /Decrease
Net sales	72,458	100.0	82,997	100.0	+10,538
ivet sales	72, 1 30	100.0	02,997	100.0	+14.5%
Cost of sales	ost of sales 57.202 78.9 64.946		64,946	78.3	+7,743
COSE OF Sales	57,202	70.9	07,570	70.3	+13.5%
Gross profit	15,256	21.1	18,051	21.7	+2,795
Gross profit	15,250		10,051	21.7	+18.3%
SG&A	14,222	19.6	16,599	20.0	+2,376
expenses	17,222	19.0	10,399	20.0	+16.7%
Operating income	1,033	1.4	1,451	1.7	+418
Operating income	1,055	1.4	1,431	1.7	+40.5%

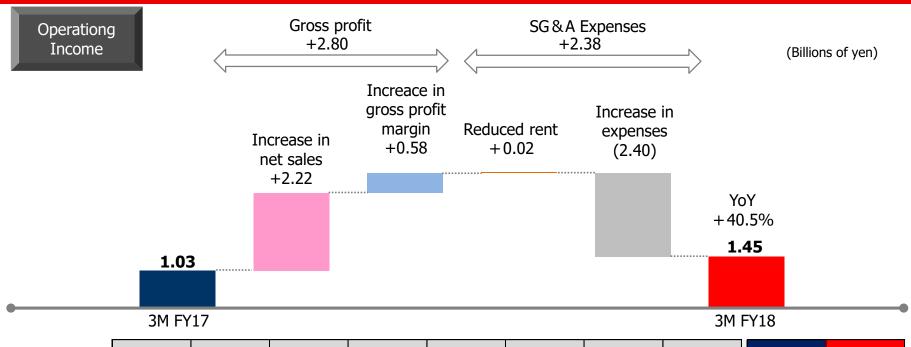


Major Items of Increase/Decrease

Net sales

- Human resource demand continues to be strong. In addition to providing various solution services tailored to the environment and needs, M&A and others contributed to expanding revenues.
- Operating income
 - Increasing due to improving efficiency of operation.

Operating Income



_	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17*	3M FY17	3M FY18
Gross Profit margin	18.8%	18.6%	19.3%	19.3%	20.3%	20.0%	20.2%	21.5%	21.1%	21.7%
SG&A ratio	17.4%	17.5%	17.8%	17.7%	18.7%	18.6%	18.6%	19.4%	19.6%	20.0%
O peration Income ratio	1.4%	1.1%	1.5%	1.5%	1.5%	1.5%	1.6%	2.1%	1.4%	1.7%

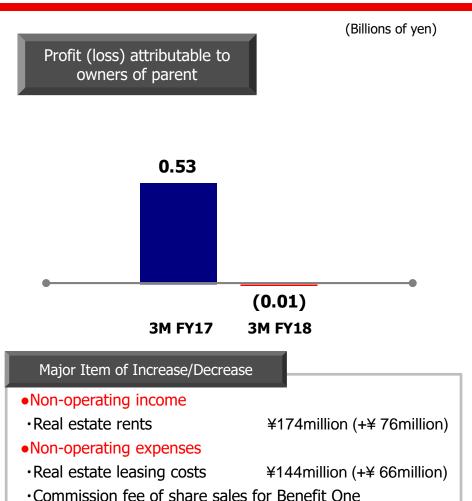
^{*}Change in method of recording costs (from cost of sales to SG&A) at Pasona · Panasonic Business Services. No impact on operating income.

Major Item of Increase/Decrease

- •Gross profit improved due to increasing sales and promoting efficiency of operations, etc.
- •SG&A expenses increased due to higher sales , but operating income ratio improved.

Consolidated Results (Non-operating/Extraordinary income (loss), Others)

(Millions of yen)	3M FY17	3M FY18	Increase/ Decrease	YoY
Operating income	1,033	1,451	+418	+40.5%
Non-operating income	149	269	+120	+80.9%
Non-operating expenses	175	499	+323	+184.4%
Ordinary income	1,006	1,222	+215	+21.4%
Extraordinary income	601	8 (593)		(98.6)%
Extraordinary loss	14	17	+2	+18.1%
Income before income taxes	1,593	1,212	(380)	(23.9)%
Income taxes - current	677	(145)	(823)	-
Income taxes - deferred	10	821	+811	+7782.1%
Income taxes	687	675	(11)	(1.7)%
Profit attributable to non-controlling interests	372	544	+171	+46.1%
Profit (Loss) attributable to owners of parent	533	(7)	(540)	-



•Previous term (the First Quarter) gain on bargain purchase (¥(601)million)

Consolidated Results by Segment

(Millions of yen)

		Net sales				Operating income (loss)				Operating income margin		
	Segment	3M FY17	3M FY18	Increase/ Decrease	YoY	3M FY17	3M FY18	Increase/ Decrease	YoY	3M FY17	3M FY18	Increase/ Decrease
1	Expert Services (Temporary Staffing)	37,172	43,626	+6,454	+17.4%							
2	Insourcing (Contracting)	19,449	22,094	+2,645	+13.6%							
3	HR Consulting, Education, Training, etc.	1,580	1,857	+277	+17.6%	851	1,162	+311	+36.6%	1.4%	1.7%	+0.3pt
4	Global Sourcing (Overseas)	1,724	1,961	+236	+13.7%							
	Subtotal	59,926	69,540	+9,614	+16.0%							
5	Career Solutions (Placement/ Recruiting, Outplacement)	4,004	4,568	+563	+14.1%	670	863	+193	+28.9%	16.7%	18.9%	+2.2pt
6	Outsourcing	7,775	7,933	+157	+2.0%	1,184	1,684	+499	+42.1%	15.2%	21.2%	+6.0pt
7	Life Solutions	1,250	1,355	+104	+8.4%	49	18	(30)	(62.6)%	3.9%	1.4%	(2.5)pt
8	Public Solutions	462	756	+294	+63.6%	(124)	(389)	(264)	-	-	-	-
9	Eliminations and Corporate	(961)	(1,157)	(196)	-	(1,597)	(1,887)	(289)	-	-	-	-
	Total	72,458	82,997	+10,538	+14.5%	1,033	1,451	+418	+40.5%	1.4%	1.7%	+0.3pt

Balance sheet

			(Billions of yen)
Major Item of Increase/Decrease	May 31,2018	Aug 31,2018	Increase/ Decrease
Assets	112.5	110.6	(1.9)
Current assets	74.0	71.8	(2.2)
Cash and deposits	25.4	26.6	+1.3
Notes and accounts receivable—trade	40.1	36.6	(3.5)
Other	8.5	8.6	+0.1
Non-current assets	38.5	38.8	+0.3
Property, plant and equipment	15.4	16.5	+1.1
Intangible assets	9.6	9.3	(0.3)
Investments and other assets	13.5	13.0	(0.5)
Liabilities	78.6	74.3	(4.3)
Current liabilities	57.6	52.4	(5.2)
Accounts payable	6.5	3.4	(3.1)
Short-term loans payable	6.2	6.3	+0.1
Accrued expenses	16.6	16.4	(0.2)
Other	28.3	26.2	(2.1)
Non-current liabilities	21.0	21.9	+0.9
Long-term loans payable	14.1	14.7	+0.6
Net assets	33.9	36.3	+2.4
Shareholders' equity	23.2	26.0	+2.8
Valuation and translation adjustments	0.4	0.4	(0.0)
Non-controlling interests	10.3	10.0	(0.3)
Capital adequacy ratio	21.0%	23.8%	+2.8pt

Major Item of Increase/Decrease

Curret Assets]+¥1.3billionCash and deposits+¥1.3billionAccounts receivable¥(3.5)billion

[Fixed Assets]
New businesses +\fmathbf{\pmath}1.1billion

Current liabilities]¥(3.1)billionAccounts payable¥(3.1)billionIncome taxes payable¥(1.1)billion

[Non-controlling interests]

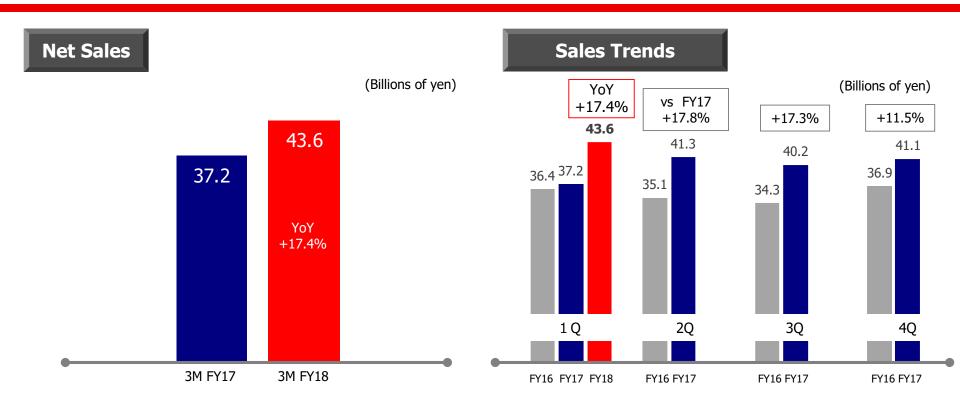
Benefit One earnings distribution +¥0.5billion
Cash dividends paid of Benefit One +¥0.3billion
Sale the shares of Benefit One +¥0.3billion

*The figures for the previous fiscal year were processed by the method of rivised the Accounting Standard for Tax Effect Accounting.

Segment information



Expert Services (Temporary staffing)



Business Conditions

•3M FY18 result

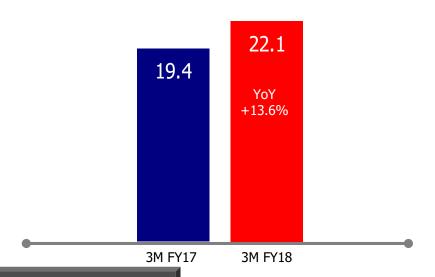
- Direct employment advances at dispatched companies due to the influence of law revisions such as Labor Contract Law.
- Changing the accounting period of the two NTT Group companies that acquired in the previous term (posting results for five months), and the results of the Nagasaki Diamond Staff contributed.
- Continuing to develop the business for professional jobs such as IT, foreign languages , accounting, etc. with high needs.

Insourcing (Contracting)

Net Sales
(Billions of yen)

BPO Sales

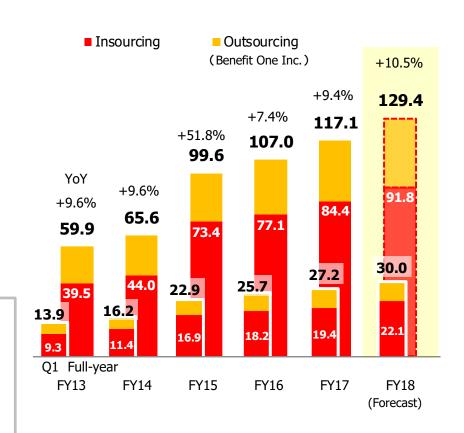
(Billions of yen)



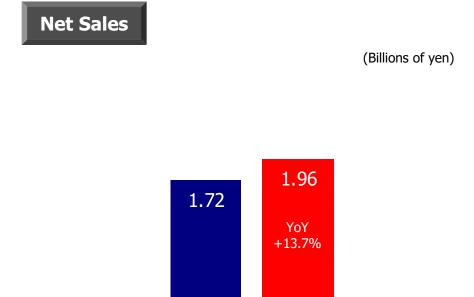
Business Conditions

•3M FY18 result

- Increasing in projects that have strengths in the Company's advantage field, such as promotion of female success in addition to administrative affairs agency in public.
- Contribution by Bewith,Inc. strengthening its structure following the previous term.
- Pasona Knowledge Partners (a joint venture company with the Panasonic Group) began full-scale operations in the patent / intellectual property field from the end of the previous fiscal year and contributed to the business results for the current fiscal year.



Global Sourcing (Overseas)



Sales by Business Segment

(Millions of yen)

	3M 'FY17	3M 'FY18	YoY
Temporary Staffing	784	998	+27.3%
Placement / Recruiting	481	508	+5.5%
Contracting (Payroll, others)	289	324	+12.2%
Others	168	129	(23.2)%
Total	1,724	1,961	+13.7%

Sales by Region

(Millions of yen)



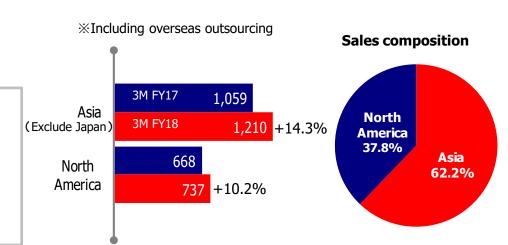
•3M FY18 result

 Temporary staffing expanded significantly especially in Indonesia and North America.

3M FY17

3M FY18

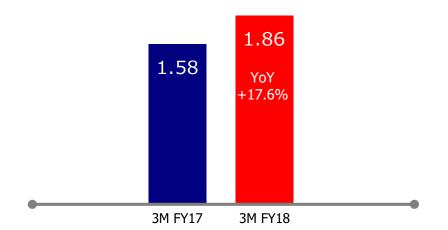
• Expansion of engineering training and dispatch business with Vietnamese industry collaboration.



HR Consulting, etc. / Operating Income by Segments

Net Sales (HR Consulting, education, training, etc.)

(Billions of yen)



Business Conditions

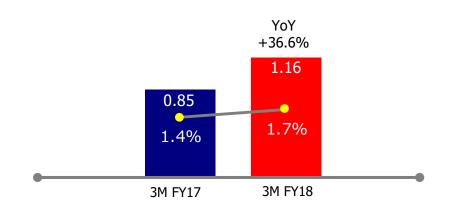
•3M FY18 result

- Large orders for newcomers of training and promotion of contract for public works.
- Increase in placement fees due to direct hiring by client companies.



※ES∼GS: Expert Service, Insourcing, HR Consulting, Global Sourcing

(Billions of yen)

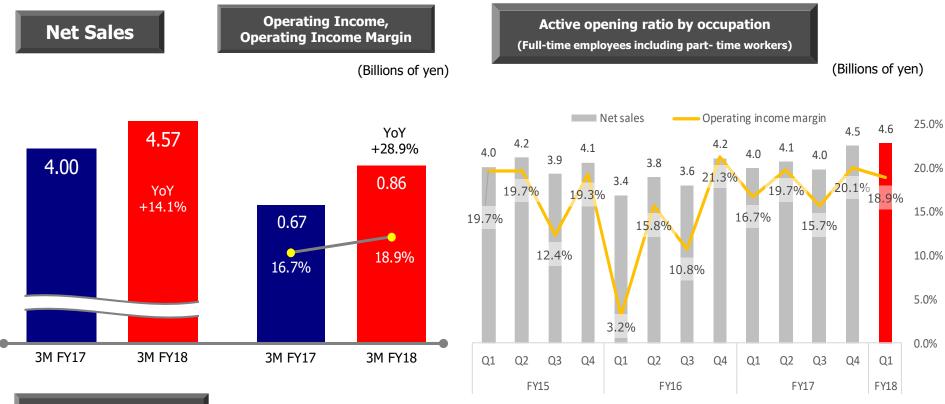


Business Conditions

•3M FY18 result

• Improving profitability due to improved the efficiency of insourcing business in addition to increased sales.

Career Solutions (Placement/Recruiting, Outplacement)

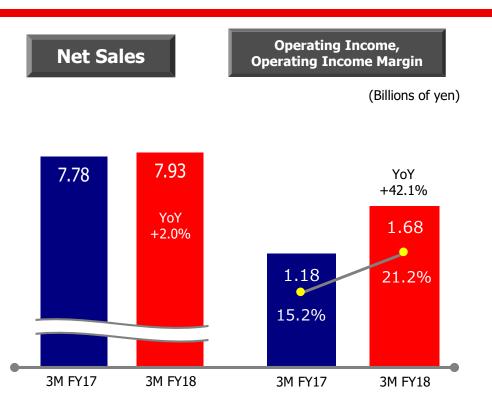


Business Conditions

•3M FY18 result

- In the recruitment business, strengthening the in-house structure contributed to the vigorous demand. The "KOMON NETWORK" where experienced professionals are active as advisors also grows.
- In outplacement business, it grew due to the contribution of large-scale projects from the previous end of term. Promoting comprehensive sales with recruitment business while aiming for efficient management.

Outsourcing (Benefit One Inc.)



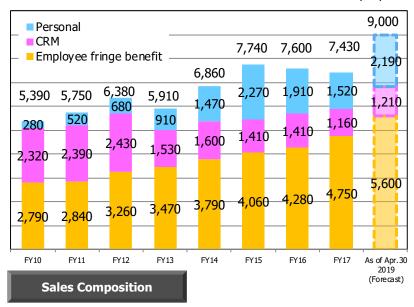
Business Conditions

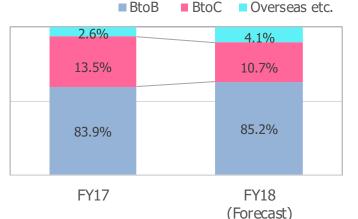
•3M FY18 result

- The B to B business of the welfare / healthcare division was positively influenced by the reform of working way and work of the same labor same wage due to the lack of personnel, leading the business results.
- · Promoting digitization of operations to reduce costs.

Benefit One Membership

(Thousands people)

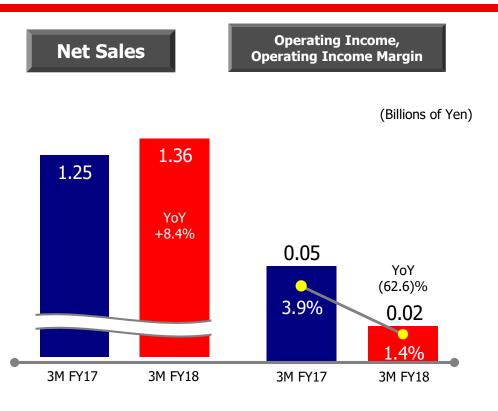




*BtoB: Employee fringe benefit, Incentive, Health care, BTM, Cost reduction BtoC: Personal, CRM, Inbound



Life Solutions (Childcare, Nursing care)



Business Conditions

•3M FY18 result

 Based on the management of nursing homecare facilities, although "housekeeping service" and "service on support for balancing work and nursing care" are growing, cost increases due to improvement in treatment of nursery teachers, etc. Increasing in revenue and earnings.

Pasona Foster

·Holding "Miracle Kids Otemachi" school children program for elementary school 3rd and 6th graders for summer vacation.





【 The number of facilities 】

XAs of Aug.31, 2018

- Daycare facilities 39
- ·After-school children's clubs 42

Pasona Life Care

•Started trial campaign of housekeeping agency service using Kyotango's ingredients as group synergy.



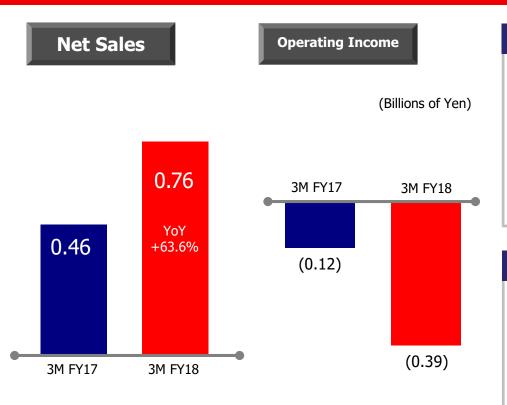


The number of facilities 1Nursing care facilities 25

XAs of Aug.31, 2018

Public Solutions

(Regional Revitalization, etc.)



Business Conditions

•3M FY18 result

- Tango Kingdom Inc.: Improving profitability by raising customer unit price, expanding sales by regional trading company business and improving operational cost efficiency.
- Since the initial expenses of new facilities such as Nijigennomori's glamping was also posted, the deficit widened.

Tango Kingdom Inc.

- The number of visitors has reached 1.5 million since the opening in April 2015. In "Memorial Thanksgiving", in addition to a ceremonial ceremony, we also held stage performance and drone experience.
- Two original craft beers ("smoke" and "Weitzen") received "Silver Award" at "International Beer Cup 2018".

Others

•Holding "YOWAMUSHI PEDAL GLORY LINE Awajishima Stage" with popular animation at Awajishima.

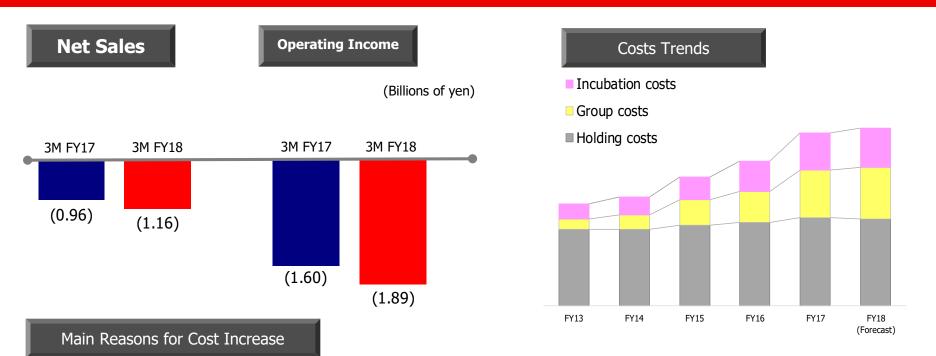
Selling stamp rallies that go round "Nijigennomori" and "Nojima-Scuola", AR games, limited goods.



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• Pasona Heartful received the "Heisei 30-year Employment Excellent Companies Award" sponsored by the Tokyo Industry and Labor Bureau.

Elimination/Corporate Segment Costs



• 3M FY18 result

Holding costs: Management costs as holding company

· YoY +0.26billions.

Group costs: Costs to maximize group synergies

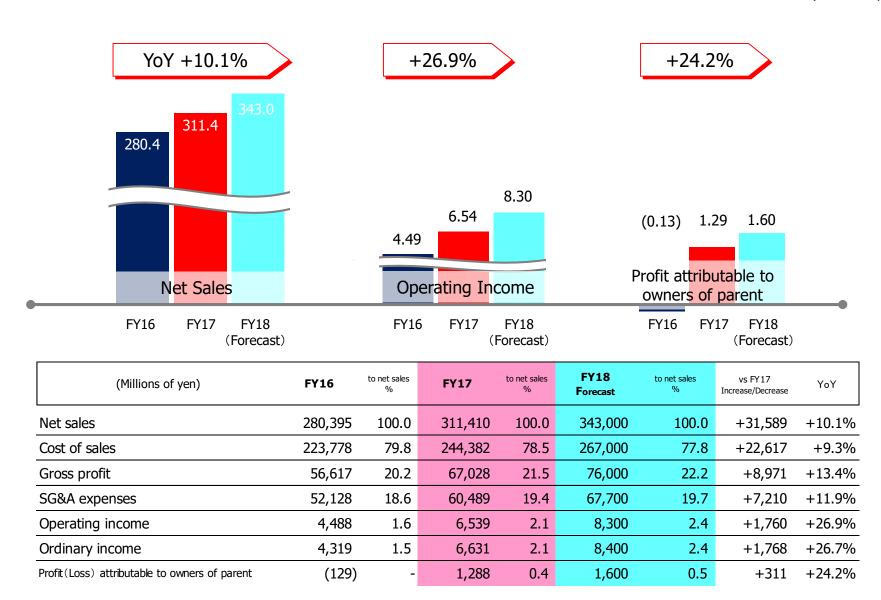
• (0.10) billions YoY due to the sponsorship of the Olympics and Paralympic Games increased, but the relocation-related costs of the Tokyo headquarters building decreased.

Incubation costs: Costs for development and launch of new businesses

• +0.13 billions YoY due to new businesses.

FY2018 Consolidated Forecasts

(Billions of yen)



FY2018 Consolidated Forecasts by Segment

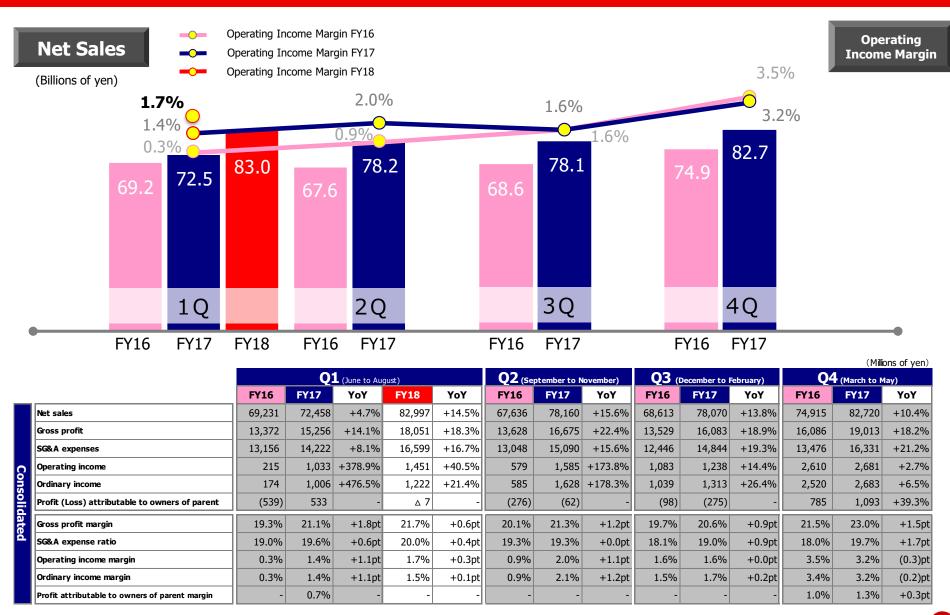
(Millions of ven)

					-				1		Millions of yen)	
		Sa	es		Operating income (loss)				Operating income margin			
Segment	FY17	FY18 Forecast	VS FY17 Increase/ Decrease	VS FY17 %	FY17	FY18 Forecast	VS FY17 Increase/ Decrease	VS FY17 %	FY17	FY18 Forecast	VS FY17 Increase/ Decrease	
Expert Services (Temporary Staffing)	159,851	172,800	+12,948	+8.1%								
Insourcing (Contracting)	84,429	91,800	+7,370	+8.7%								
HR Consulting, Education, Training, etc.	7,283	8,900	+1,616	+22.2%	5,075	5,900	+824	+16.3%	2.0%	2.1%	+0.1pt	
Global Sourcing (Overseas)	7,216	8,100	+883	+12.2%								
Subtotal	258,781	281,600	+22,818	+8.8%								
Career Solutions (Placement/Recruiting, Outplacement)	16,638	18,800	+2,161	+13.0%	3,020	2,880	(140)	(4.7)%	18.2%	15.3%	(2.8)pt	
Outsourcing	32,656	37,600	+4,943	+15.1%	6,211	7,540	+1,328	+21.4%	19.0%	20.1%	+1.0pt	
Life Solutions	5,129	5,900	+770	+15.0%	268	170	(98)	(36.7)%	5.2%	2.9%	(2.4)pt	
Public Solutions	2,277	3,200	+922	+40.5%	(1,536)	(1,300)	+236	- *1	-	-	_	
Elimination/Corporate	(4,071)	(4,100)	(28)	-	(6,500)	(6,890)	(389)	-	-	-	-	
Consolidated	311,410	343,000	+31,589	+10.1%	6,539	8,300	+1,760	+26.9%	2.1%	2.4%	+0.3pt	

Reference



Quarterly Sales and Income Trends



Quarterly Sales and Income Trends by Segment

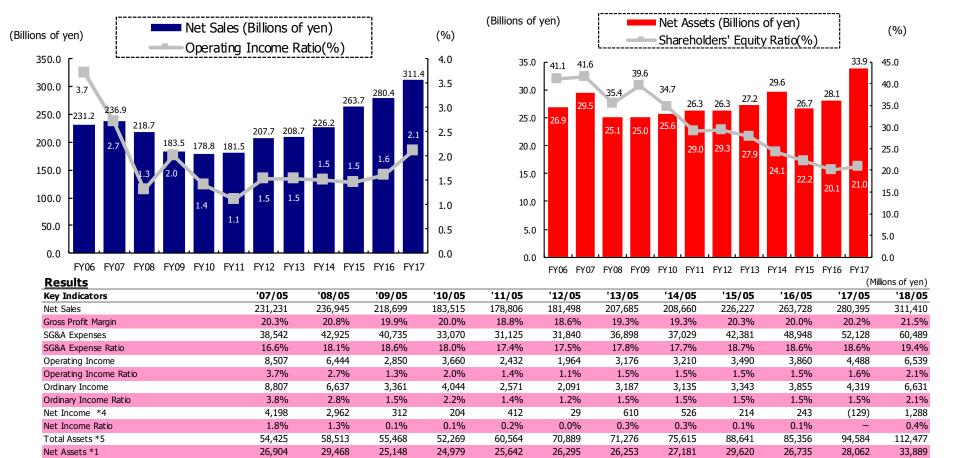
(Millions of ven)

	Sales							Operating income (loss)				
Segment	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	YoY	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	YoY
Expert Services (Temporary Staffing)	37,172	41,319	40,224	41,135	43,626	+17.4%						
Insourcing (Contracting)	19,449	19,747	21,248	23,984	22,094	+13.6%						
HR Consulting, Education, Training, etc.	1,580	1,656	1,876	2,169	1,857	+17.6%	851	1,479	729	2,015	1,162	+36.6%
Global Sourcing (Overseas)	1,724	1,781	1,839	1,870	1,961	+13.7%						
Subtotal	59,926	64,505	65,188	69,160	69,540	+16.0%						
Career Solutions (Placement/Recruiting, Outplacement)	4,004	4,147	3,978	4,508	4,568	+14.1%	670	819	626	905	863	+28.9%
Outsourcing	7,775	8,473	8,118	8,288	7,933	+2.0%	1,184	1,330	1,757	1,939	1,684	+42.1%
Life Solutions	1,250	1,260	1,270	1,347	1,355	+8.4%	49	61	76	81	18	(62.6)%
Public Solutions	462	735	563	515	756	+63.6%	(124)	(607)	(340)	(463)	(389)	-
Eliminations and Corporate	(961)	(962)	(1,047)	(1,100)	(1,157)	-	(1,597)	(1,496)	(1,610)	(1,795)	(1,887)	_
Total	72,458	78,160	78,070	82,720	82,997	+14.5%	1,033	1,585	1,238	2,681	1,451	+40.5%

Full-Year Key Indicators

Net Sales and Operating Income Ratio

Net Assets and Shareholders' Equity Ratio



^{3,671} Notes: 1. Presentation of shareholders' equity amended to a net assets basis in line with changes to accounting standards and policies. Non-controlling interests included in presentation of net assets since the fiscal year ended May 31, 2007.

35.4%

1.4%

41.1%

18.2%

3,126

41.6%

12.7%

3,647

Shareholders' Equity Ratio *2 *5

Number of Employees (exclude contract workers)

Return on Equity *3

39.6%

1.0%

3,643

34.7%

2.0%

3,956

29.0%

0.1%

4,452

29.3%

2.9%

4,778

27.9%

2.5%

5,022

24.1%

1.0%

6,584

22.2%

1.2%

7,144

20.1%

(0.7)%

7,238

21.0%

6.0%

7,716

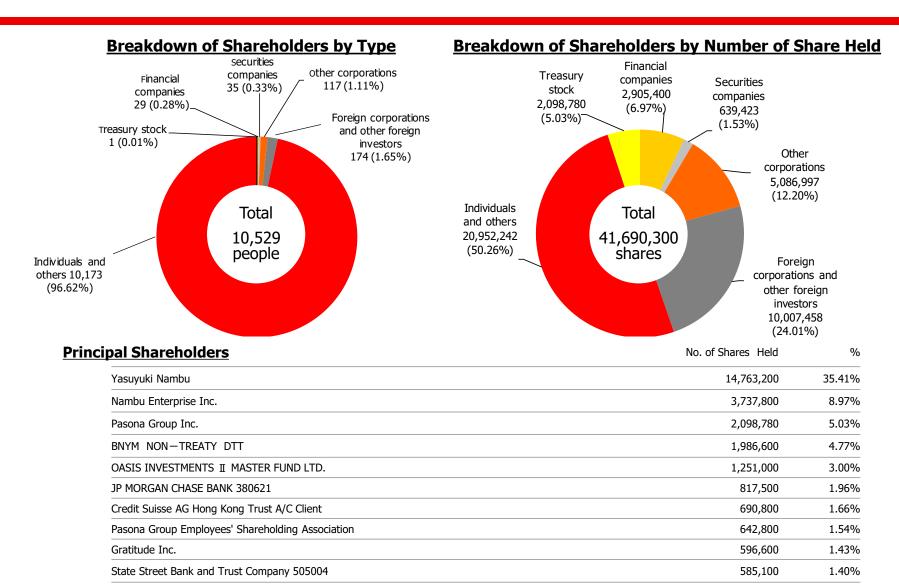
^{2.} Despite changes in calculation methods for net assets following the introduction of changes to accounting standards and policies, the shareholders' equity ratio since the fiscal year ended May 31, 2007 is calculated utilizing an amount equivalent to net assets applicable to common shares.

^{3.} 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.

^{4.} Since the fiscal year ended on May 31, 2016, net income has been referred to profit attributable to owners of parent.

^{5.} As the Company adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting" from the beginning of the first quarter of FY2018. As for the financial position, the figures for the previous consolidated fiscal year were processed by the method.

Stock Information (As of May. 31, 2018)



^{1.} The Company's treasury stock (2,098,780 shares, 5.03% of total issued shares) ranked third. In accordance with Article 308.2 of the Corporations Law, there are no voting rights attached to treasury stock.

Pasona Group received a notification from Tempered Investment Management LTD., that it held 2,550,800 shares as of June 12, 2018 outlined the delivery of a Substantial
Shareholding Report submitted to the Kanto Local Finance Bureau on June 14, 2018. As the Company is unable to confirm the number of shares held as of 31 May, 2018, Tempered Investment Management
LTD. has been omitted from the list of major shareholders identified.

Group Companies (by segment)

Expert Services, Insourcing HR Consulting, Education and Training, Others

Pasona Inc. **CAPLAN Corporation**

Pasona Tech, Inc. YASKAWA BUSINESS STAFF CORPORATION

Pasona Okayama Inc. Bewith, Inc.

PASONA LOGICOM Inc. Asahi Beer Communications Co, Ltd.

ECOLOVE Inc. Pasona Masters Inc.

Pasona Panasonic Business Service Co.,Ltd Pasona Marketing, Inc.

Pasona Agri-Partners Inc. Pasona Knowledge Partner Inc.

Pasona Tech Systems Inc. Pasona Job Support Inc.

Shin nihon kogyo Co.,Ltd. Pasona Human Solutions Inc.

Pasona Tquila Inc. Smart Style Co.,Ltd.

Nagasaki diamond staff Job-Hub Inc. Others *

Global Sourcing

Pasona N A, 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 India Private Limited

MGR Consulting Co., Ltd Pasona Tech Vietnam Co., Ltd.

Pasona Human Resources (Shanghai) Co., Ltd.

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

Pasona Education Co. Limited

Pasona HR Malaysia Sdn. Bhd.

PT. Dutagriya Sarana

CAPLAN (Thailand) Co., Ltd.

Life Solutions

Others

Pasona Foster Inc.

Career Solutions

Pasona Fortune Inc.

Pasona Inc.

Outsourcing

Benefit One Inc.

Benefit One Health care Inc.

Benefit One Solutions Inc.

Benefit One Asia Pte. Ltd.

贝那商务咨询(上海)有限公司

PT. BENEFIT ONE INDONESIA

REWARDZ PRIVATE LIMITED

Benefit One (THAILAND) Co., Ltd.

Benefit One Deutschland GmbH

National Examination Center Inc.*

Benefit One Payroll Inc.

Benefit One USA, INC.

Pasona Life Care Inc.

DG1 Inc.

Public Solutions

Pasona Heartful Inc.

Pasona Furusato Incubation Inc.

Tango Kingdom Inc.

Pasona Tohoku Sousei Inc.

Nijigennomori Inc.

Consolidated subsidiaries 69 Equity-method affiliates 11*

Others *

Others *

Others

Corporate Information

Tokyo Stock Exchange, 1st Section 2168

Corporate Name	Pasona Group Inc.						
Headquarters	Shin Marunouchi Bldg. 1-5-1, Marunouchi, Chiyoda-ku, Tokyo 100-6514 Comprehensive Group office Otemachi 2-6-2 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), In HR Consulting, education and training, of Global Sourcing (Overseas) Career Solutions (Placement/Recruiting, Outsourcing Life Solutions, Public Solutions	others					
Number of Employees	9,050 (Consolidated, including contract	workers)					
Consolidated Group Companies	Subsidiaries 69, Affiliates 11						
URL	www.pasonagroup.co.jp/english/						