

Summary

## Pasona Group Inc.

January 9, 2009

1-5-1 Marunouchi, Chiyoda-ku, Tokyo Listing Code No.: 2168 Listing: First Section, Tokyo Stock Exchange www.pasonagroup.co.jp

# <u>Consolidated Financial Report</u> for the First Half of the Fiscal Year Ending May 31, 2009

- Confronted by a difficult operating environment due mainly to the downturn in the general economy, demand for new personnel was weak serving to push Temporary staffing business revenues downward. On the other hand, buoyed by its comprehensive and diversified human resource strategy, the Pasona Group experienced revenue and earnings growth in each of its Outplacement and Outsourcing businesses
- Direct input costs increased owing mainly to the substantial upswing in temporary staffing health insurance premium payment rates. While the Pasona Group took steps to reduce costs during the period under review, selling, general and administrative (SG&A) expenses climbed slightly reflecting information technology, human resource and other investments in growth fields
- During the six-month period ended November 30, 2008, minority interests in income of consolidated subsidiaries increased. In addition, Pasona Group reversed a portion of consolidated subsidiary deferred tax assets. Taking into account these factors, net income for the period under review contracted

FY 2009 First Half (June 1, 2	(Millions of yen rounded down)			
	FY2008FY2009First HalfFirst Half		Increase / (Decrease)	YoY
Net sales	119,516	116,086	(3,429)	(2.9)%
Cost of sales	95,169	92,888	(2,281)	(2.4)%
(to net sales)	(79.6%)	(80.0%)	(0.4%pt)	
Gross profit	24,346	23,197	(1,148)	(4.7)%
(to net sales)	(20.4%)	(20.0%)	(-0.4%pt)	
Selling, general and administrative expenses	21,274	21,598	324	1.5%
(to net sales)	(17.8%)	(18.6%)	(0.8%pt)	
Operating income	3,071	1,598	(1,473)	(48.0)%
(to net sales)	(2.6%)	(1.4%)	(-1.2%pt)	
Ordinary income	3,145	1,803	(1,341)	(42.7)%
(to net sales)	(2.6%)	(1.6%)	(-1.0%pt)	
Income before income taxes	3,036	1,601	(1,434)	(47.2)%
(to net sales)	(2.5%)	(1.4%)	(-1.1%pt)	
Net income	1,063	203	(859)	(80.8)%
(to net sales)	(0.9%)	(0.2%)	(-0.7%pt)	
Net income per share (Yen)	2,553.65	521.44	(2,032.21)	(79.6)%

## [1] Consolidated Business Results

Note: Pasona Group Inc. was established on December 3, 2007 as a single wholly owning parent company of Pasona Inc. through the sole transfer of shares. As a result, there is no substantive change in the scope of the Group's consolidation. On this basis, business results of Pasona Inc. for the corresponding period of the fiscal year ended May 31, 2008 are provided for comparative purposes.

### [2] Segment Information (Figures including intersegment sales and transfers)

		FY2008 First Half	FY2009 First Half	Increase / (Decrease)	YoY	Share	YoY
Temporary staffing / Contracting, Placement / Recruiting		109,853	105,161	(4,691)	(4.3)%	90.6%	(1.3)%pt
	Temporary staffing / Contracting	105,687	101,665	(4,021)	(3.8)%	87.6%	(0.8)%pt
	Placement / Recruiting	4,166	3,496	(669)	(16.1)%	3.0%	(0.5)%pt
Ou	tplacement	2,634	2,893	258	9.8%	2.5%	+0.3%pt
Ou	tsourcing	6,606	7,479	872	13.2%	6.4%	+0.8%pt
Oth	ner	970	1,287	317	32.7%	1.1%	+0.3%pt
Eli	minations and Corporate	(549)	(549) (735)		-	(0.6)%	(0.1)%pt
To	tal Net Sales	119,516	116,086	(3,429)	(2.9)%	100.0%	-
Co	nporary staffing / ntracting, Placement / cruiting	2,002	2,025	22	1.1%	126.7%	61.5%pt
Ou	tplacement	587	618	30	5.2%	38.7%	19.6%pt
Ou	tsourcing	477	758	281	58.9%	47.5%	32.0%pt
Otł	ner	1	24	23	1,449.4%	1.5%	1.4%pt
Eli	liminations and Corporate 2		(1,828)	(1,830)	-	(114.4)%	(114.5)%pt
To	tal Operating Income	3,071	1,598	(1,473)	(48.0)%	100.0%	-

FY 2009 First Half (June 1, 2008 – November 30, 2008)

(Millions of yen rounded down)

Note: From the second half of the fiscal year ended May 31, 2008, expenses of the holding company are recorded as corporate expenses within elimination and corporate.

#### **Temporary staffing / Contracting, Placement / Recruiting**

(Pasona Inc., Pasona Tech, Inc., Pasona Career Inc., Others)

#### **Temporary staffing / Contracting**

- A sense of surplus labor supply in the corporate sector together with a drop in new orders below estimates established at the beginning of the period contributed to a decrease in the number of long-term temporary staff
- Little change in the trend toward long-term temporary staffing stability reflecting a decline in the number of completed contracts and improvements in the average term of temporary staffing contracts
- By job type, results declined compared with the corresponding period of the previous fiscal year in clerical (general office work) staffing. Demand for IT engineering positions, on the other hand, increased
- Steady growth in the "Insourcing (contracting)" segment, positioned as a strategic priority business. This was attributable the Pasona Group's efforts to strengthen its marketing capabilities in this field by promoting organizational change and augmenting personnel

Note: For the monthly average of long-term temporary staff and Temporary staffing / Contracting — sales by staffing type data, please refer to page 6.

#### **Placement / Recruiting**

Domestic sales: ¥2,892 million (Up 5.6% YoY) Overseas sales: ¥603 million (Down 57.7% YoY)

• The stance adopted by the corporate sector as a whole became increasingly cautious throughout the six-month period ended November 30, 2008. While orders remained essentially unchanged compared with the corresponding period of the previous fiscal year, corporate sector demand was characterized by a higher level of sophistication and complexity prompting increased difficulty in personnel selection

- Results in the temp-to-perm business declined during the period under review. Demand for executive positions as well as human resources with a higher level of specialized skills and expertise, on the other hand, provided underlying support. Accounting for these factors, results in the domestic Placement and Recruiting business were steady
- Results in the Placement and Recruiting business outside Japan declined due to the impact of the sale of two consolidated subsidiaries

#### Operating income: Temporary staffing / Contracting, Placement and Recruiting segment

- From a profit perspective, gross profit margins in this business segment declined year on year. This decrease was attributable to the substantial upswing in the cost burden associated with large hikes in health insurance premium payment rates in connection with temporary staff
- During the period under review, the Pasona Group worked diligently to curtail recruitment and other expenditure. Reflecting the shift to a holding company structure, SG&A expenses associated with the control of the overall Group were allocated across all Company-wide segments

#### Outplacement (Pasona Career Inc., Others)

- During the period under review, both revenues and earnings in the outplacement business increased. This was attributable to robust demand on the back of corrections in employment conditions including calls by the corporate sector to implement optional and voluntary early retirement
- On a year-on-year basis, the trend toward smaller scale contracts became increasingly evident reflecting a decline in the intake of personnel per company and other factors. Despite this downturn, the number of client firms increased substantially during the six-month period ended November 30, 2008
- The Pasona Group was successful in increasing its market share, attracting high customer praise for its detailed counseling and after-care services

#### Outsourcing (Benefit One Inc.)

- In overall terms, the outsourcing market is enjoying a period of sustainable growth as major companies, government and other public offices, the market's principal customer base, pursue the outsourcing of employee welfare benefit programs
- During the six-month period ended November 30, 2008, the Pasona Group continued to promote marketing proposals to its corporate customers, while expanding its menu of employee benefit services that take into consideration work and lifestyle balance
- The Group also launched a new service that caters to statutory special (metabolic) medical checkups following revisions to the Health Insurance Law
- At the same time, the Group strove to augment such new services as the "Customer Loyalty Program" (a goods and services supply program designed to increase the level of customer satisfaction) while strengthening its structure and capabilities in providing various service for the benefit of both individual and corporate members
- The Pasona Group was successful in containing overall input costs including expenses related to the publication of a guidebook. On this basis, business segment gross profit margins improved substantially

# [3] Status of Financial Position and Investments

	November 30, 2007	May 31, 2008	November 30, 2008		YoY Increase / (Decrease)			
Current assets	38,610	41,213	35,091		(6,121)			
Noncurrent assets	16,606	17,300	17,578		278			
Total assets	55,216	58,513	52,670	*1	(5,842)			
Current liabilities	25,607	26,731	25,723		(1,008)			
Noncurrent liabilities	1,872	2,313	2,007		(306)			
Total liabilities	27,480	29,045	27,731	*2	(1,314)			
Net assets	27,736	29,468	24,939	*3	(4,528)			
Equity ratio (%)	41.8%	41.6%	37.6%		(4.0)%pt			
Net assets per share (Yen)	55,326.07	58,363.62	55,172.45		(3,191.17)			

(Millions of yen rounded down unless otherwise stated)

Notes:

- 1. Major movements in total assets included cash and deposits as well as notes and accounts receivable trade, which contracted ¥3,411 million and ¥1,964 million, respectively, compared with the end of the previous fiscal year.
- 2. During the period under review, the principal increase in total liabilities was short-term loans payable, which climbed ¥2,813 million compared with the balance as of May 31, 2008. This was more than offset by declines in accrued expenses of ¥1,500 million, income taxes payable of ¥1,075 million attributable to the payment of income and other taxes as well as accounts payable trade of ¥785 million compared with the previous fiscal year-end.
- 3. Major movements in net assets were the payment of dividends totaling ¥541 million and acquisition of treasury stock amounting to ¥4,154 million.

(Millions of yen rounded									
		FY20	008		FY2	009		YoY	
	1Q	6 Months Results	9 Months Results	Annual	1Q	6 Months Results		Increase / (Decrease)	
Cash flows from operating activities	(1,883)	(865)	203	5,974	(1,322)	609		1,474	
Cash flows from investing activities	(1,299)	(2,211)	(1,938)	(2,968)	(836)	(1,856)	*1	354	
Cash flows from financing activities	1,424	3,007	2,517	(980)	641	(2,184)	*2	(5,192)	
Free cash flows	(3,182)	(3,076)	(1,735)	3,006	(2,159)	(1,247)		1,828	

#### Status of Consolidated Cash Flows

Notes:

1. Movements in cash flows from investing activities were mainly attributable to payments for the purchase of fixed assets totaling ¥825 million and payments for the purchase of intangible assets amounting to ¥1,066 million.

2. Major cash inflow from financing activities was an increase in short-term loans payable of ¥2,810 million. Principal cash outflows from financing activities were payments for the acquisition of treasury stock amounting to ¥4,154 million and payments for dividends totaling ¥826 million.

### [4] Revised Consolidated Forecasts of Business Results

FY2009 (June 1, 2008 to May 31, 2009)

In the Temporary staffing business, the number of new orders declined. Demand for job types requiring a higher level of skill and expertise and from companies and industries experiencing a labor shortage, on the other hand, was firm. Taking these factors into consideration, the ongoing trend toward long-term stability remains intact. Turning to the Outplacement and Outsourcing business segments, demand remains firm throughout. At the same time, Pasona Group anticipates a steady buildup in its performance in each segment due mainly to the concentrated allocation of management resources and the ongoing implementation of its comprehensive and diversified strategy.

Despite the aforementioned, Pasona Group is unable to deny that there exists a significant amount of uncertainty in connection with the demand for human resources from spring 2009. Forced to adopt a cautious approach toward future operating conditions, the Company has decided to revise its net sales forecast for the full fiscal year ending May 31, 2009 identified at the beginning of the period. From a profit perspective, Pasona Group continues to promote cutbacks in selling, general and administrative expenses in comparison with estimates set at the beginning of the period. Due to the drop in net sales compared with initially established projections, however, these endeavors have failed to fully offset the decline in gross profit. As a result, the Company has also decided to revise its earnings forecasts. In specific terms, the substantial drop in net income relative to ordinary income is attributable to a variety of factors including the increase in minority interests in income of consolidated subsidiaries as well as Pasona Group's decision to undertake a partial reversal of consolidated subsidiary deferred tax assets during the second quarter of the fiscal year ending May 31, 2009.

From the fiscal year ending May 31, 2010 and beyond, corporate sector employment adjustments are expected to progress even further. At the same time, the pace of temporary staffing demand and stability recovery focusing mainly on positions requiring specific skills and expertise is expected to exceed that of the general economy. In its efforts to better prepare for this bottoming out and positive turnaround in temporary staffing demand, Pasona Group will continue to place additional weight throughout the fiscal year under review on efforts to enhance temporary staffing education and training and to implement measures that are designed to secure a growing pool of quality staff. From a medium to long term perspective, the Company will continue to long term improvements.

In conjunction with the aforementioned initiatives, Pasona Group will also promote a Group strategy that entails the reorganization of Group businesses and the consolidation of the Group's administrative infrastructure including offices. Through these means, the Company will further strengthen its Group management and to swiftly establish a robust operating structure that is unaffected by fluctuations in the economic environment.

	Revised	YoY		Net Change	Initial		
	Forecast (A)	Increase / (Decrease)	%	Increase / (Decrease)	%	Forecast (B)	
Net sales	224,730	(12,215)	(5.2)%	(24,190)	(9.7)%	248,920	
Operating income	3,790	(2,654)	(41.2)%	(1,710)	(31.1)%	5,500	
Ordinary income	4,220	(2,417)	(36.4)%	(1,590)	(27.4)%	5,810	
Net income	1,040	(1,922)	(64.9)%	(1,520)	(59.4)%	2,560	

(Millions of yen rounded down unless otherwise stated)

## Revised Forecasts of Consolidated Results by Business Segment (Full Fiscal Year)

		Net Sales	Increase / (Decrease)	YoY	Operating Income	Increase / (Decrease)	YoY
Co	mporary staffing / ntracting, Placement / cruiting	203,250	(13,236)	(6.1)%			(13.0)%
	Temporary staffing / Contracting	196,770	(12,040)	(5.8)%	4,400	(656)	
	Placement / Recruiting	6,480	(1,196)	(15.6)%			
Ou	tplacement	5,640	(218)	(3.7)%	990	(387)	(28.2)%
Ou	tsourcing	14,990	1,257	9.2%	2,110	226	12.0%
Otl	ner	3,090	974	46.0%	70	96	-
Eli	minations and Corporate	(2,240)	(991)	-	(3,780)	(1,933)	-
To	tal	224,730	(12,215)	(5.2)%	3,790	(2,654)	(41.2)%

(Millions of yen rounded down unless otherwise stated)

## [5] Planned Cash Dividends for the Fiscal Year Ending May 31, 2009

(June 1, 2008 to May 31, 2009)

	FY2008	FY2009 (Estimate)				
Dividends per share	¥2,500	00 <b>Interim Year-End</b> ¥600 ¥650		Full-Year ¥1,250		
Total Amount of Cash Dividend	¥1,042 million	¥215 million		-		

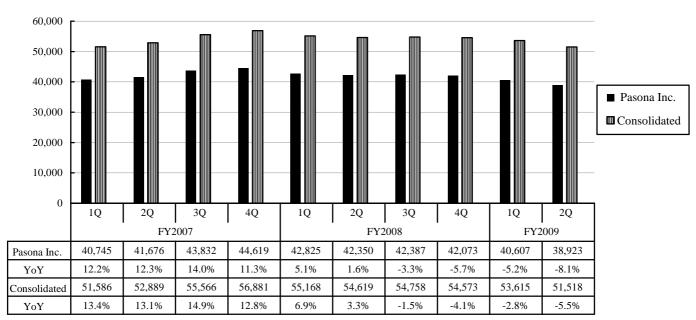
Note: The payment of the interim cash dividend will be made from the Company' capital surplus.

## **Reference Data**

#### Monthly average of long-term temporary staff

(Average per quarter of long-term temporary staff with a contract over one month)

- Figures include Socio Inc., which was absorbed by Pasona Inc. during the fourth quarter of the fiscal year ended May 31, 2006
- Data include figures that were considered immaterial due to the impact of special projects from the first quarter of the fiscal year ended May 31, 2008.



Temporary staffing / Contracting - Consolidated sales by staffing type (Excludes intrasegment sales)

(Millions of yen rounded down)

	FY2008		FY	2009 First Ha	alf	
	First Half	Net Sales	Share	Increase / (Decrease)	Increase / (Decrease)	YoY
Clerical (General office work)	57,507	54,206	53.4%	(1.1)%pt	(3,300)	(5.7)%
Technical (Specialized office work)	17,008	16,962	16.7%	+0.6%pt	(45)	(0.3)%
IT engineering	11,057	11,544	11.4%	+0.9%pt	487	+4.4%
Sales / Marketing	9,424	8,322	8.2%	(0.7)%pt	(1,101)	(11.7)%
Other	10,462	10,363	10.2%	+0.3%pt	(98)	(0.9)%
Temporary staffing related	108	96	0.1%	+0.0%pt	(12)	(11.3)%
Total	105,567	101,497	100.0%	-	(4,070)	(3.9)%

## **Quarterly Earnings Trends**

(Millions of yen rounded down)

	FY2008				FY2009			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	60,489	59,026	58,250	59,178	59,136	56,950	-	-
YoY	+7.2%	+4.0%	+1.3%	(2.2)%	(2.2)%	(3.5)%	-	-
Cost of sales	48,373	46,795	45,579	46,825	47,373	45,514	-	-
YoY	+7.2%	+3.8%	(0.0)%	(3.1)%	(2.1)%	(2.7)%	-	-
Gross profit	12,115	12,230	12,671	12,352	11,762	11,435	-	-
YoY	+7.1%	+4.9%	+6.5%	+1.4%	(2.9)%	(6.5)%	-	-
Selling, general and administrative expenses	10,585	10,688	10,655	10,995	10,902	10,696	-	-
YoY	+17.2%	+11.1%	+11.4%	+6.5%	+3.0%	+0.1%	-	-
Operating income	1,529	1,541	2,015	1,356	860	738	-	-
YoY	(32.8)%	(24.3)%	(13.5)%	(27.1)%	(43.8)%	(52.1)%	-	-
Ordinary income	1,584	1,560	1,994	1,497	909	894	-	-
YoY	(33.4)%	(22.5)%	(15.8)%	(26.9)%	(42.6)%	(42.7)%	-	-
Income before income taxes	1,558	1,478	3,015	948	990	610	-	-
YoY	(33.7)%	(23.1)%	+28.9%	(55.0)%	(36.4)%	(58.7)%	-	-
Net income	795	268	1,286	612	313	(110)	-	-
YoY	(29.4)%	(71.7)%	+22.5%	(43.0)%	(60.6)%	-	-	-

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