

## FY2013 Third Quarter Financial Results

---

- I. Summary of FY2013 Third Quarter Financial Results
- II. Highlights by Segment
- III. FY2013 Business Forecasts

November 7, 2013  
World Intec Co., Ltd  
JASDAQ (2429)

---

# I. Summary of FY2013 Third Quarter Financial Results

# Summary of FY2013 Third Quarter Earnings

Both sales and profits, mainly at the Human Resources and Education business, increased in the third quarter.

	2012/3Q (actual)	2013/3Q (actual)	YoY		FY2013 full-year forecast *	Progress against the full-year forecast
			Change	Pct. Change		
			Net sales	40,296		
Operating income	1,033	<b>1,502</b>	469	45.4	1,853	81.1
Ordinary income	1,052	<b>1,538</b>	486	46.2	1,793	85.8
Net income/loss	640	<b>670</b>	29	4.6	712	94.1

Million yen, %

\* Announced on February 12, 2013

1

**Net sales grew by 3.1% and ordinary income increased by 46.2% on a year-on-year basis.**

→ Both sales and profit increased in Human Resources and Education Business, and sales increased in Information & Telecommunications business.

2

**Operating income increased significantly by 45.4% year on year.**

→ Cost improvement in the Human Resources and Education business and recovery of prior investment progressed.

3

**Net income slightly grew by 4.6% on a year-on-year basis.**

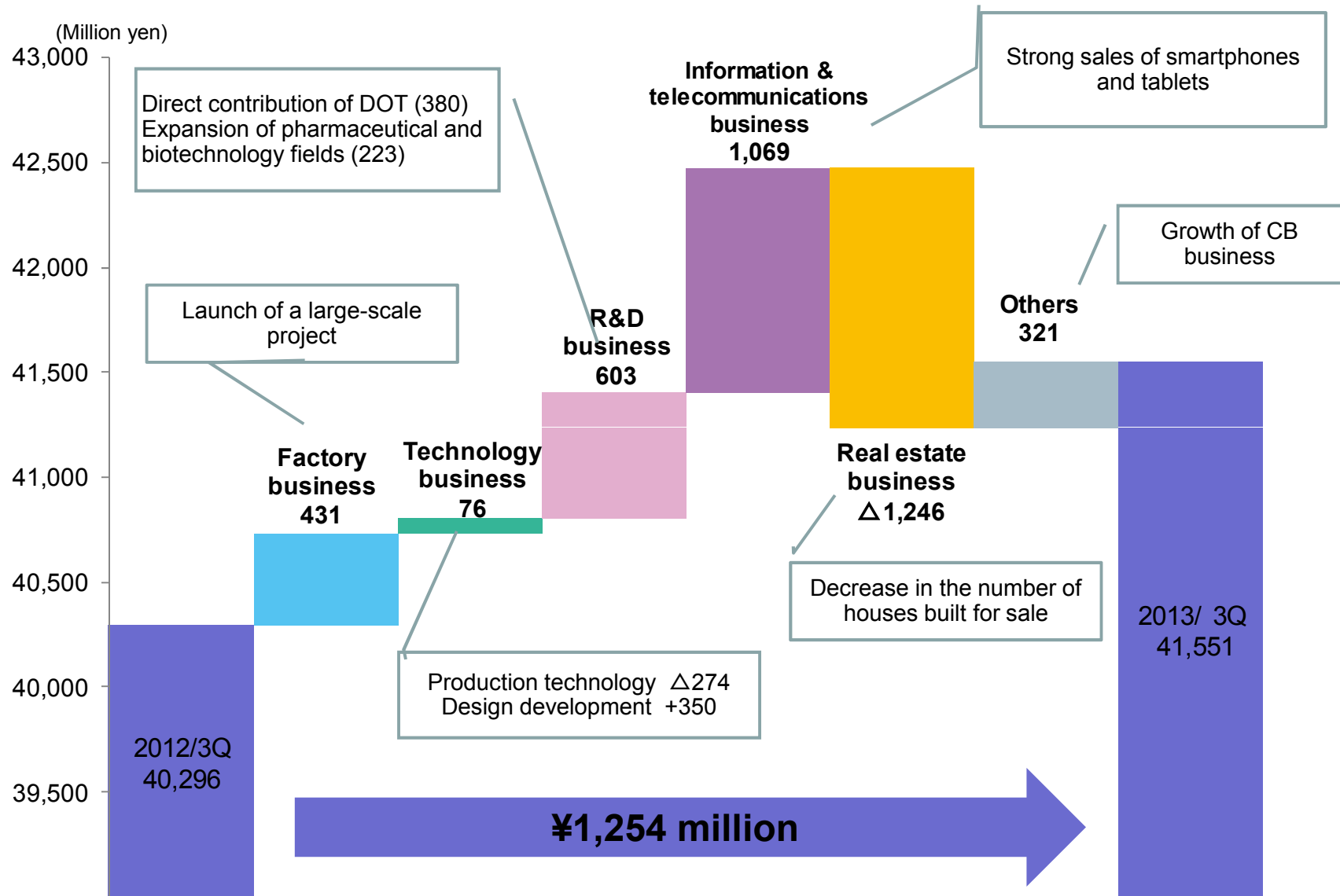
→ Taxes increased due to the profit increase, as well as elimination of cumulative loss of loss-making subsidiary that had been recorded by the previous period.

# Business Summary by Segment

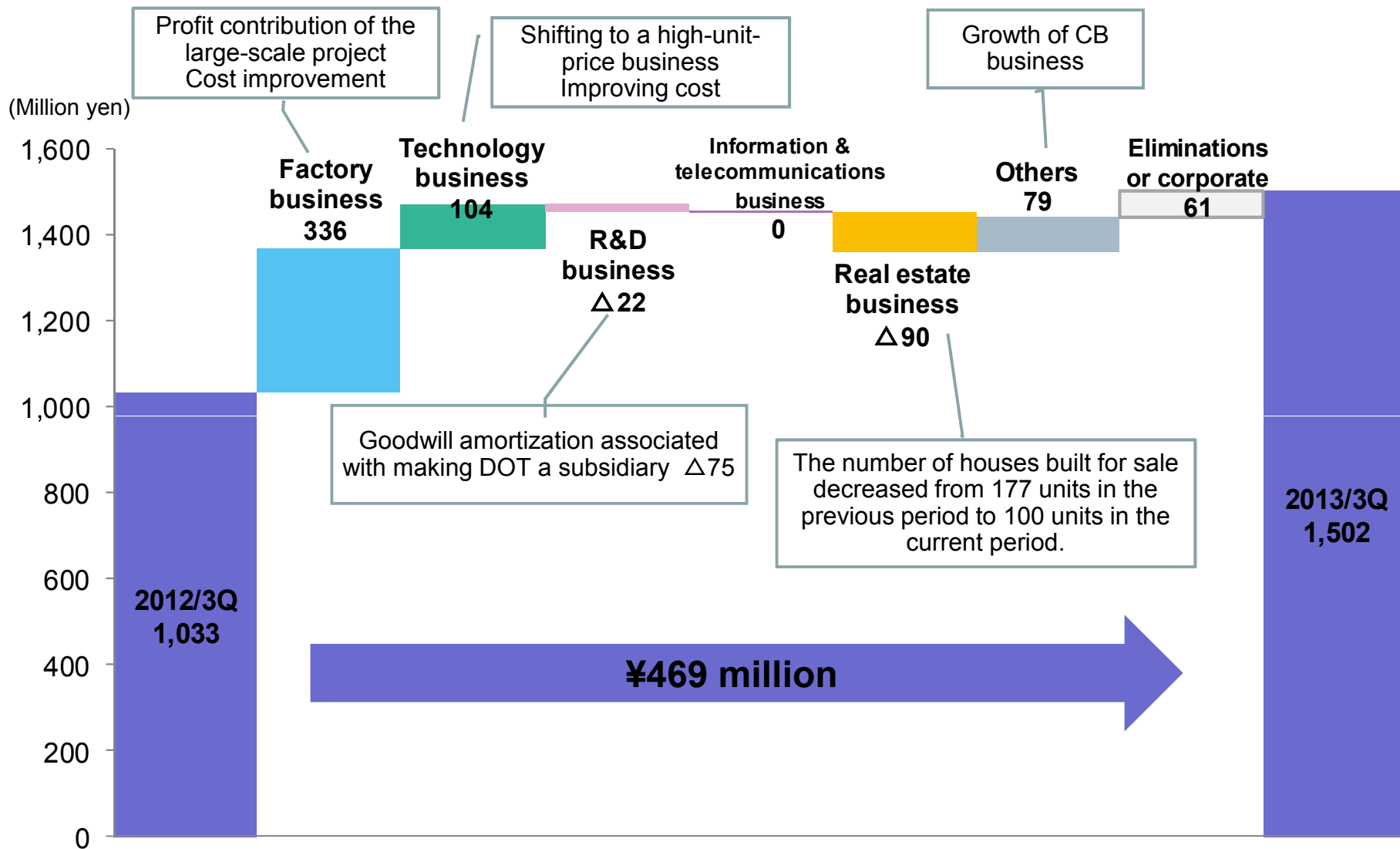
	Million yen, %	2012/3Q (cumulative actual)	2013/3Q (cumulative actual)*	YoY		FY2013 forecast **	Progress against the full-year forecast
				Change	Pct. Change		
<b>Factory business</b>	Net sales	13,098	13,529	431	3.3	21,488	63.0%
	Segment income	320	657	336	105.1	1,142	57.5%
	Profit margin	2.4%	4.9%	—	—	5.3%	
<b>Technology business</b>	Net sales	4,585	4,662	76	1.7	7,201	64.7%
	Segment income	273	378	104	38.4	573	66.0%
	Profit margin	6.0%	8.1%	—	—	8.0%	
<b>R&amp;D business</b>	Net sales	2,123	2,726	603	28.4	4,053	67.3%
	Segment income	171	149	△22	△ 13.0	342	43.6%
	Profit margin	8.1%	5.5%	—	—	8.4%	
<b>Information technology &amp; telecommunications business</b>	Net sales	8,849	9,918	1,069	12.1	11,000	90.2%
	Segment income	344	344	0	0.0	300	114.7%
	Profit margin	3.9%	3.5%	—	—	2.7%	
<b>Real estate business</b>	Net sales	7,678	6,431	△1,246	△ 16.2	8,215	78.3%
	Segment income	524	433	△90	△ 17.3	390	111.0%
	Profit margin	6.8%	6.7%	—	—	4.8%	
<b>Others</b>	Net sales	3,960	4,281	321	8.1	4,528	94.5%
	Segment income	140	219	79	56.6	205	106.8%
	Profit margin	3.5%	5.1%	—	—	4.5%	
<b>Total</b>	Net sales	40,296	41,551	1,254	3.1	56,487	73.6%
	Elimination or corporate	△740	△679	61		△1,101	-
	Operating income	1,033	1,502	469	45.4	1,853	81.1%
	Operating margin	2.6%	3.6%	—	—	3.3%	-

\*Figures are rounded down to the nearest 1 million yen. \*\* Announced on February 12, 2013

# Change in Net Sales by Segment

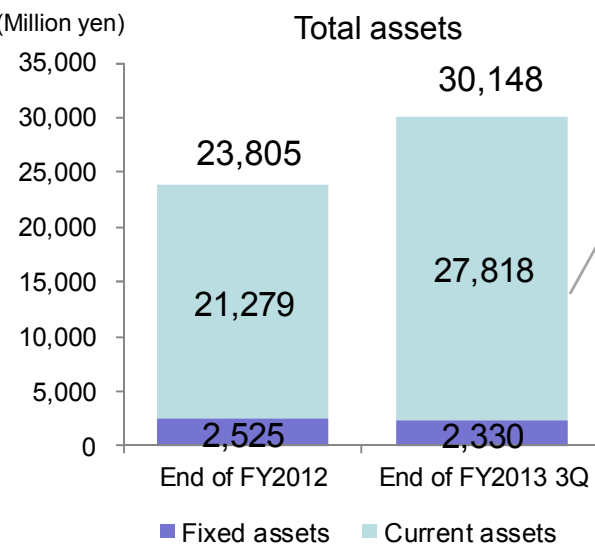


# Changes in Operating Income by Segment



# Financial Condition B/S

(Million yen)

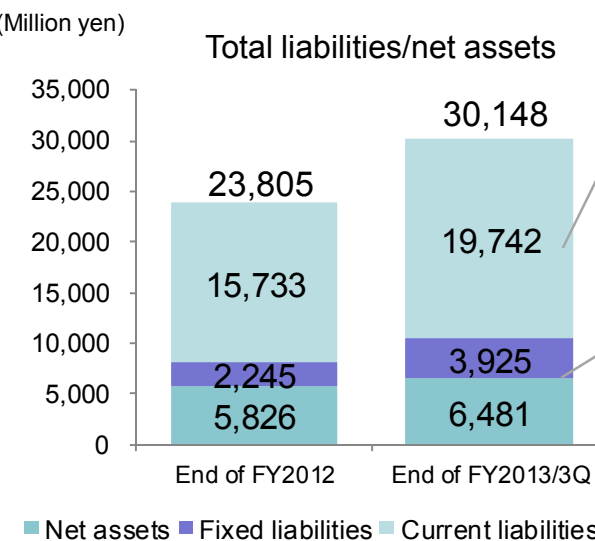


## Current assets

27,818 (+6,539)

- Cash and deposits 6,611 (+1,714) Due to sale of real estate, etc.
- Real estate for sale in process 13,814 (+3,759) Acquisition of land for new for sale in process PJ
- Real estate for sale 783 (+731) Real estate properties which are not delivered yet
- Others 1,627 (+528)

(Million yen)



## Current liabilities

19,742 (+4,008)

- Short-term debt 11,542 (+2,154) Fund for purchase of real estate for sale
- Accounts payable-Real Estate Business 1,955 (+1,517)

## Fixed liabilities

3,925 (+1,680)

- Long-term debt 3,427 (+1,623) Fund for purchase of real estate for sale

Interest-bearing debt outstanding  
(end of FY2013 3Q): ¥14,969 million  
(up ¥3,778 million from the end of FY2012)

---

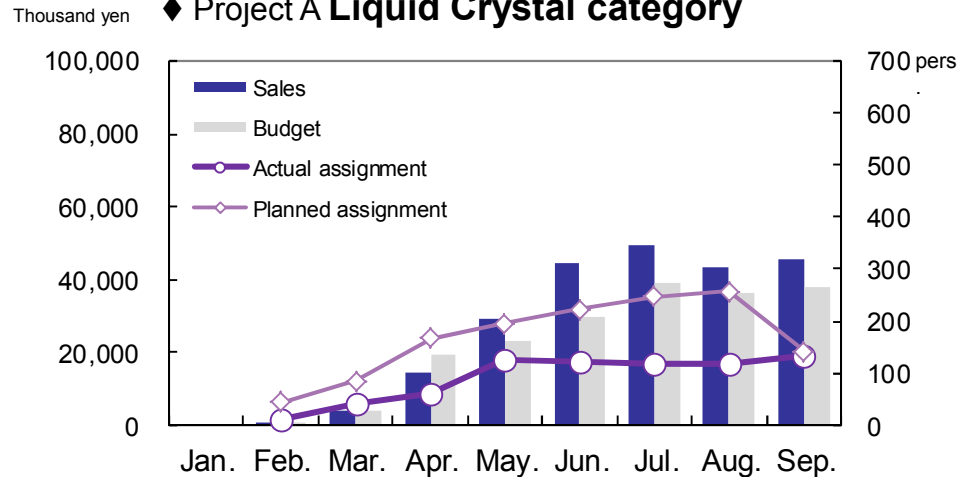
## II. Highlights by Segment



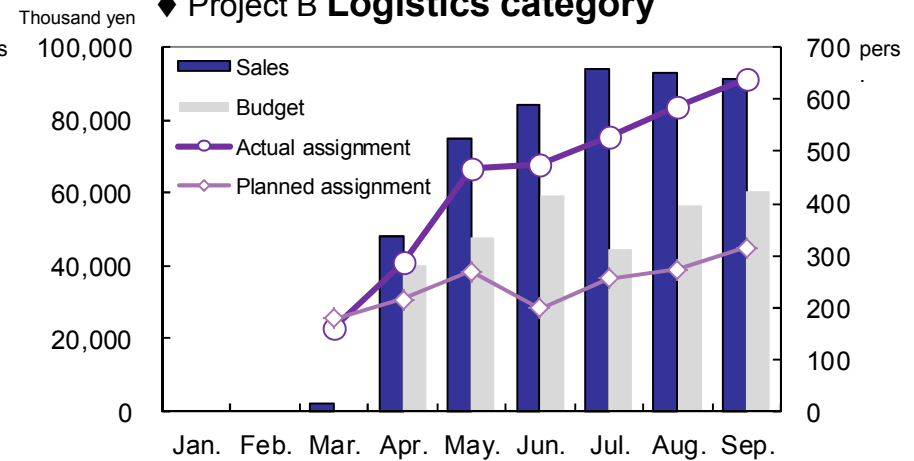
# Human Resources and Education Business

## Factory Businesses Progress of large projects

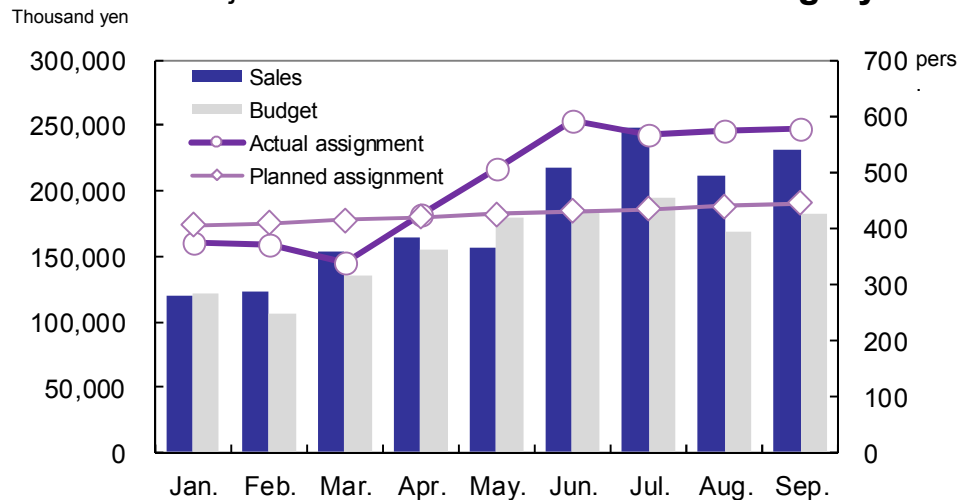
◆ Project A Liquid Crystal category



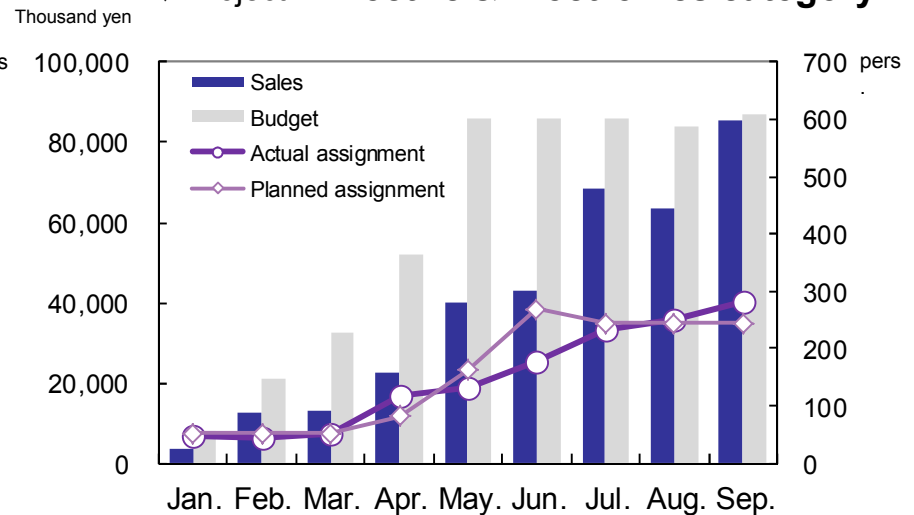
◆ Project B Logistics category



◆ Project C Electric & Electronics category



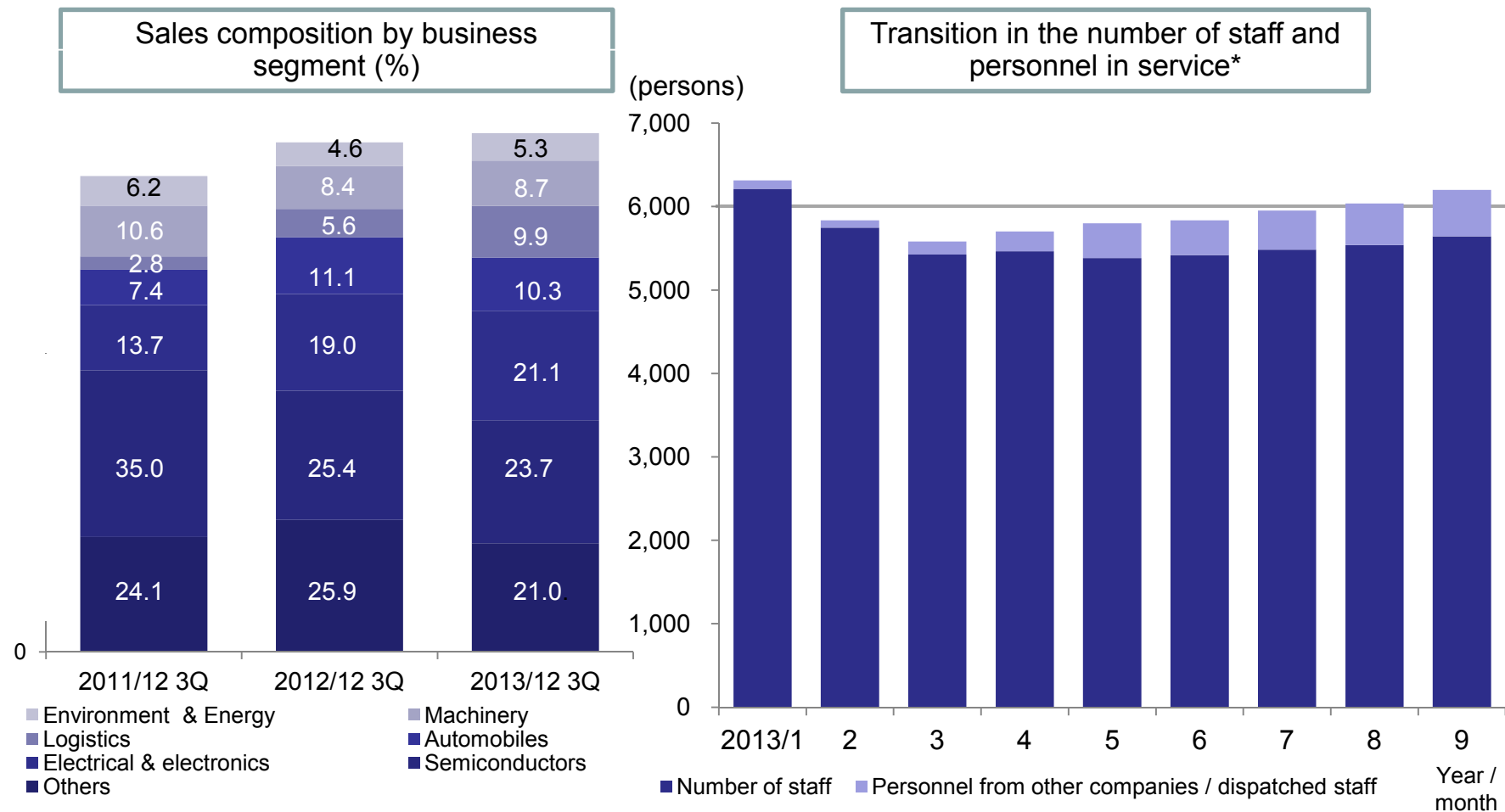
◆ Project D Electric & Electronics category



# Human Resources and Education Business

## Factory Businesses

Expansion in the electrical & electronics segment in association with smartphones and logistics segment, as well as the overall cost improvement are underway.

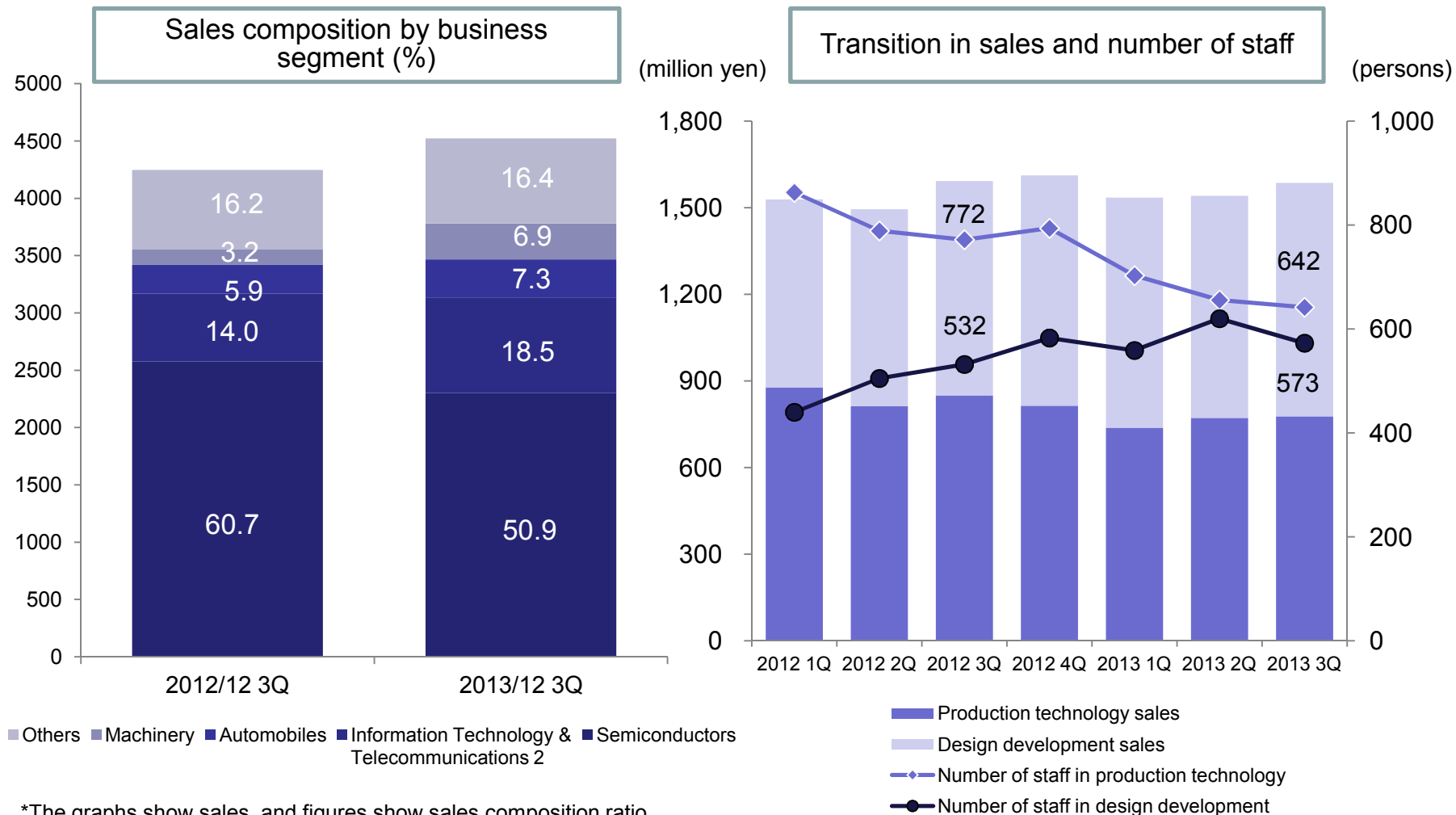


\* For a detailed breakdown of data for other businesses, please refer to the reference data.

\* The number of staff and the number of personnel in service are the same in December 2012 and before.

# Human Resources and Education Business Technology Businesses

The shift from semiconductor production technology to design development of automobile and information & telecommunications services is advancing.

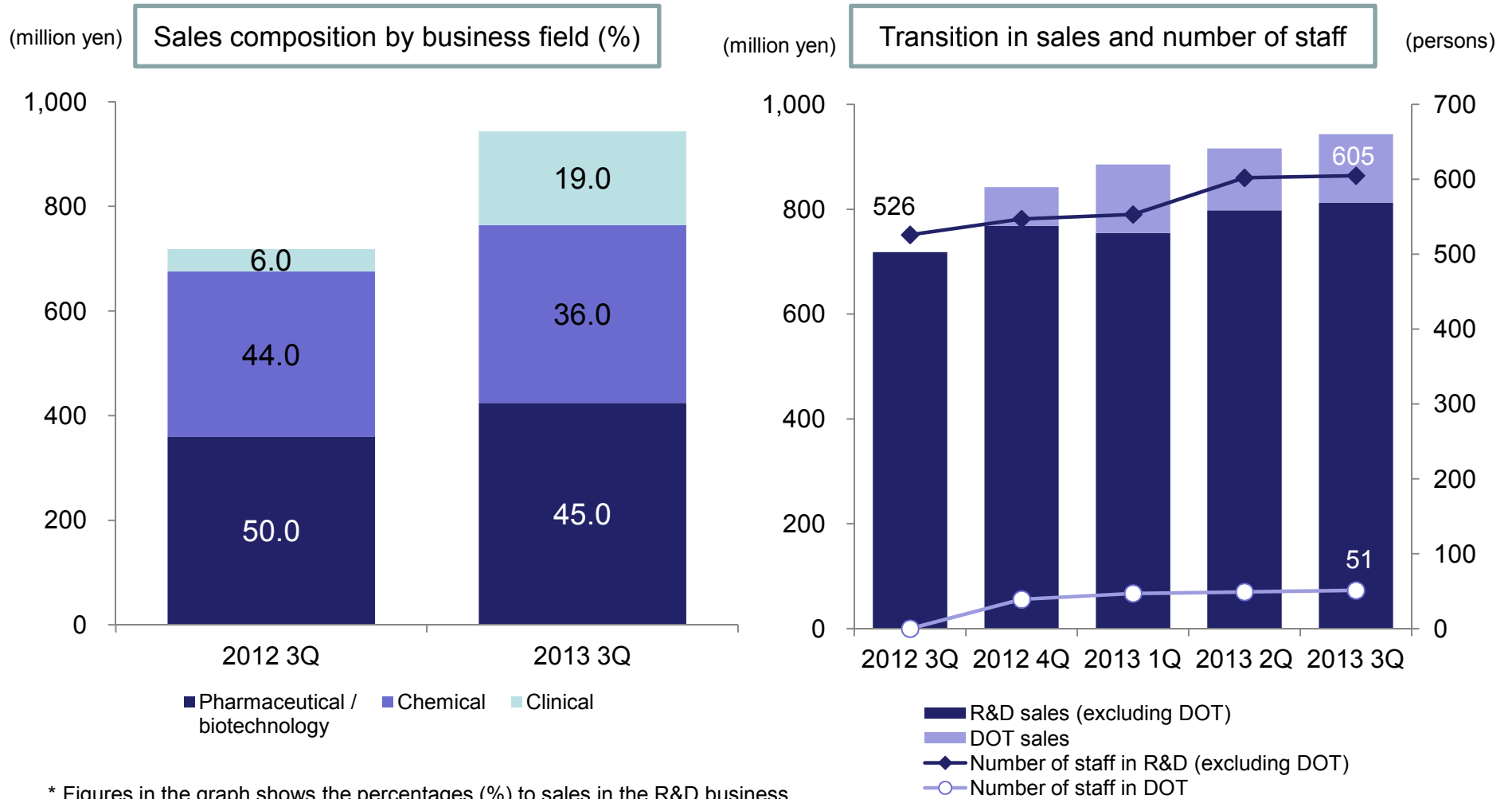


\*The graphs show sales, and figures show sales composition ratio.  
 \*\*For data for segments other than those above, please refer to reference data.

# Human Resources and Education Business

## R&D Businesses

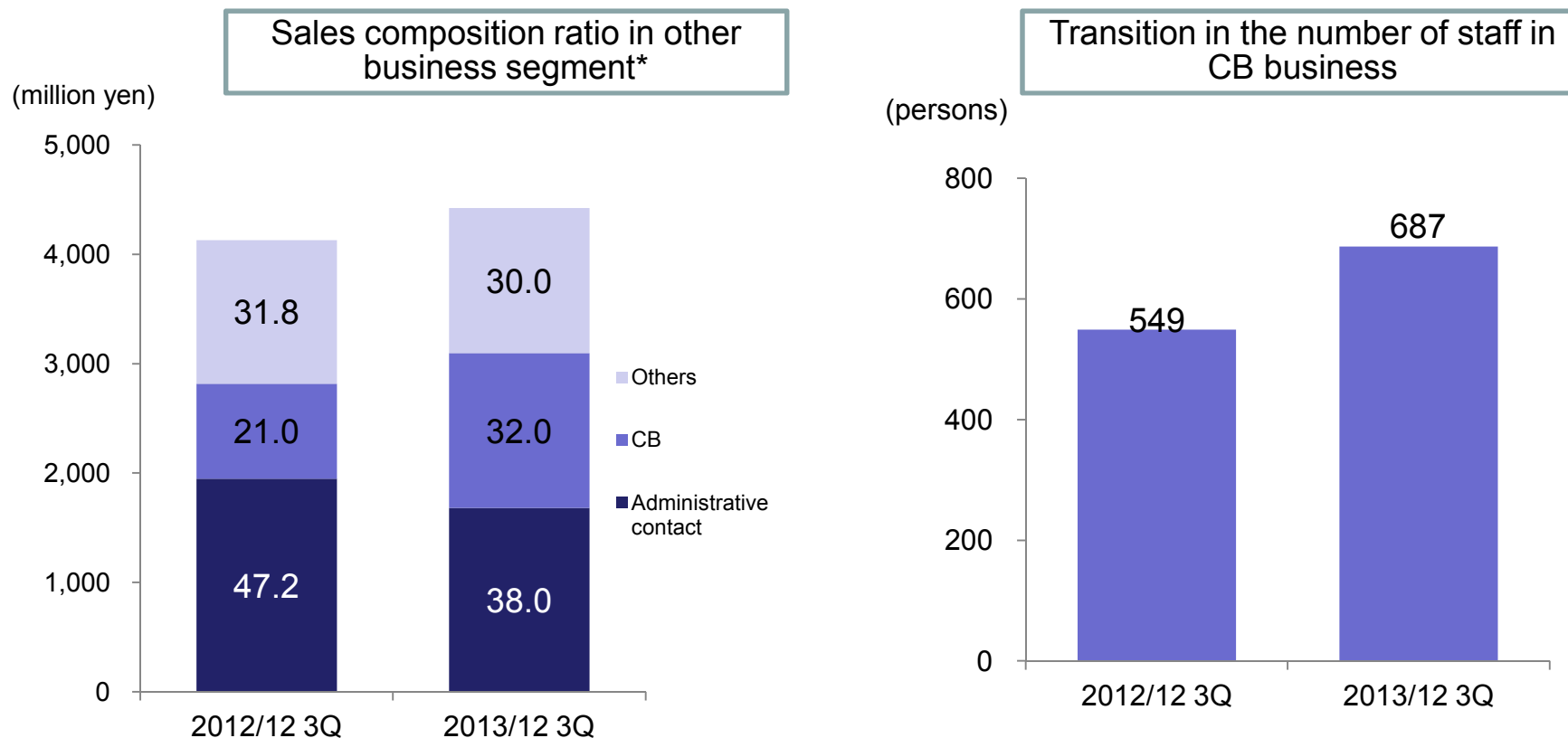
Actively recruiting personnel against the backdrop of synergy effect with DOT and a rise in demand in the pharmaceutical and biotechnology fields.



\* Figures in the graph shows the percentages (%) to sales in the R&D business.

# Human Resources and Education Business CB Business (Other business segment)

By promptly responding to request for staffing,  
we are capturing demand for certain.

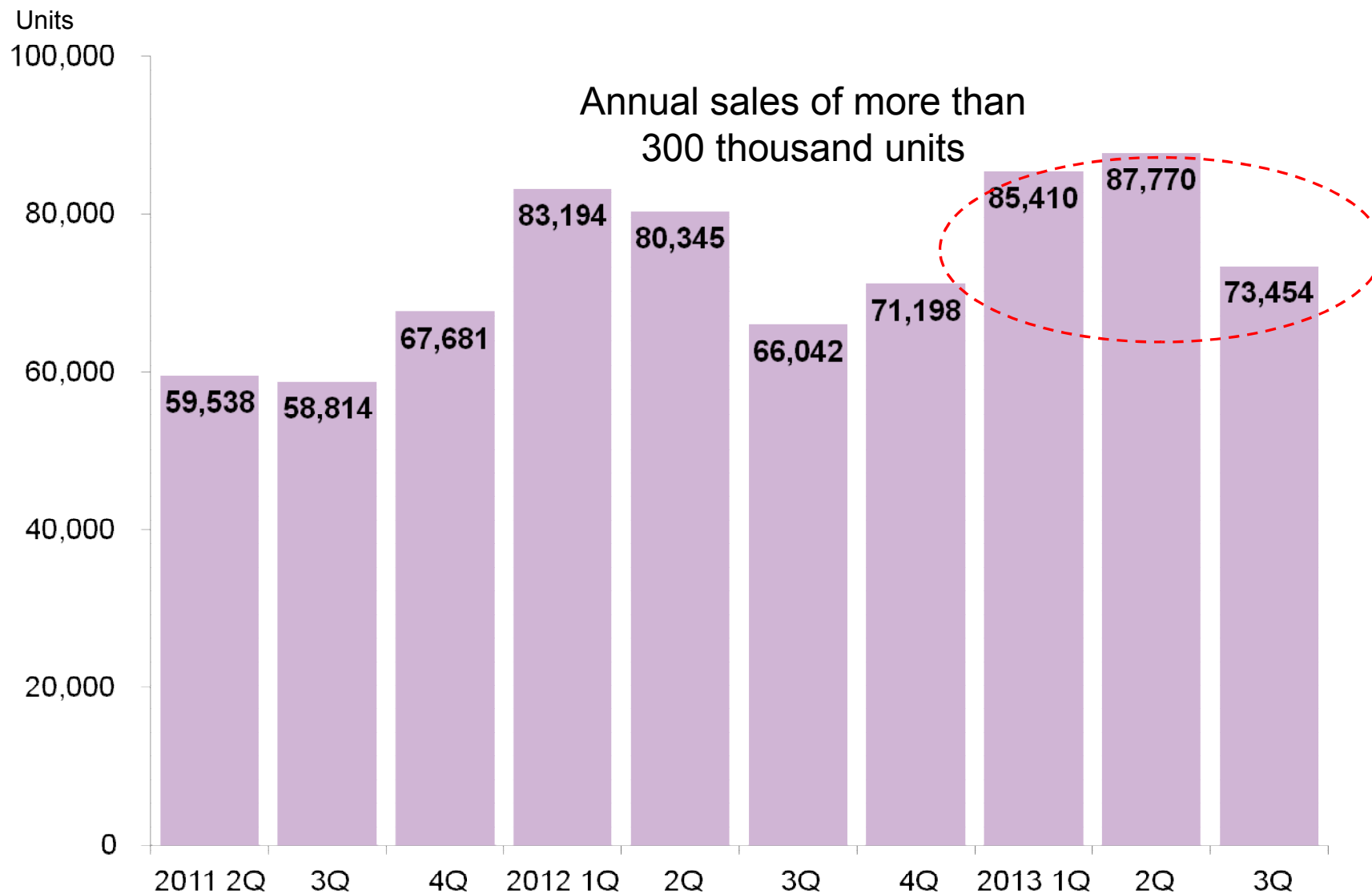


\* Figures in the graph show the sales composition ratio (%) in other business segment.

\*\* Other business segment comprises the CB business for dispatch of sales personnel, the Disabled Persons Employment Support business of GEOGRAPHIC INFORMATION OF KYUSHU, INC., Education business of Advan Co., Ltd. And Construction business for dispatching construction managing engineers, etc.

# Information & Telecommunications Business:

## Trends in total unit sales of mobile phones and smartphones



Note: The above are consolidated fiscal years and are 3 months behind the calendar years.

# Real Estate Business

## Promoting purchase by taking business profitability into account and community-based sales.

### Purchase situation

Tokyo metropolitan area: 10 properties  
Sendai and other areas: 3 properties

Equivalent to sales of  
22.6 billion yen

### Delivery situation

In-house developed properties: 84 properties (Tokyo metropolitan area: 84 properties)  
Contract selling properties: 165 properties  
(Tokyo metropolitan area: 74 properties; Tohoku area: 91 properties)

\*About 90 percent of properties contracted were delivered.

### Sales situation

398 properties were contracted for sale.

In-house developed properties: 96 properties for the current fiscal year;  
176 properties for the next fiscal year or thereafter  
Contract selling properties: 68 properties for the current fiscal year;  
58 properties for the next fiscal year or thereafter

---

### III. FY2013 Business Forecasts



# Summary of FY2013 Business Forecasts

	FY2012 actual	FY2013 forecast	YoY	
			Change	Pct. Change
Net sales	53,007	<b>56,487</b>	3,479	6.6
Operating income	1,223	<b>1,853</b>	629	51.4
Ordinary income	1,290	<b>1,793</b>	503	39.0
Net income	658	<b>712</b>	54	8.3
EPS (yen)	40.3	42.4		
Dividend per share (yen)	8.5	8.5		

1

Expect 6.6% increase in sales and 39.0% increase in ordinary income YoY in FY2013  
 → Expect **record-high** operating income and ordinary income since FY2007

2

Pursue strategies that place **emphasis on profit** over sales expansion.  
 → Full-scale recovery of prior investment for launching Factory business.

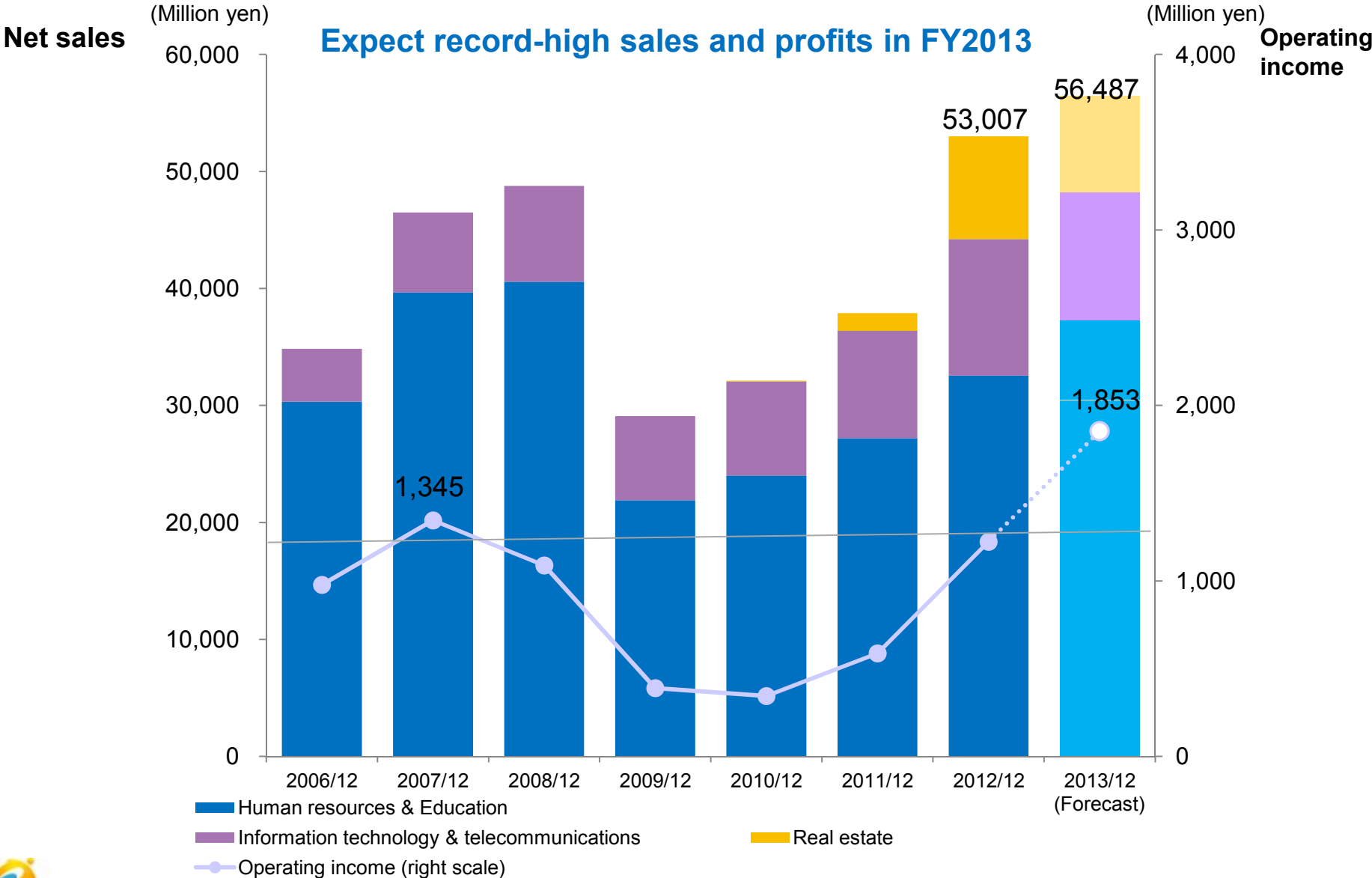
# FY2013 Business Forecasts by Segment

		Million yen, %			
		FY2012 actual	FY2013 forecast*	YoY	
				Change	Pct. Change
<b>Factory business</b>	Net sales	17,893	21,488	3,594	20.1
	Segment income	489	1,142	653	133.5
	Profit margin	2.7%	5.3%	-	-
<b>Technology business</b>	Net sales	6,197	7,201	1,004	16.2
	Segment income	356	573	217	61.0
	Profit margin	5.8%	8.0%	-	-
<b>R&amp;D business**</b>	Net sales	2,984	4,053	1,069	35.8
	Segment income	269	342	73	27.2
	Profit margin	9.0%	8.4%	-	-
<b>Information technology &amp; telecommunications business</b>	Net sales	11,658	11,000	△658	△ 5.7
	Segment income	408	300	△108	△ 26.5
	Profit margin	3.5%	2.7%	-	-
<b>Real estate business</b>	Net sales	8,794	8,215	△579	△ 6.6
	Segment income	462	390	△71	△ 15.5
	Profit margin	5.3%	4.8%	-	-
<b>Others</b>	Net sales	5,479	4,528	△950	△ 17.4
	Segment income	211	205	△5	△ 2.8
	Profit margin	3.9%	4.5%	-	-
<b>Total</b>	Net sales	53,007	56,487	3,479	6.6
	Elimination or corporate	△973	△1,101	-	
	Operating income	1,223	1,853	630	51.5
	Operating margin	2.3%	3.3%	-	

\*Figures are rounded down to the nearest 1 million yen.

\*\*Amortization of DOT goodwill on consolidated basis was transferred to the R&D segment from the cost of headquarters initially placed.

# Consolidated Business Results



# World Intec Corporate Profile

Company	WORLD INTEC CO., LTD.
Head Office	4F No.2 Quest Building, 1-3-9 Bashaku, Kokurakita Ward, Kita-Kyushu City, Fukuoka Prefecture
Established	February 12, 1993
CEO	Eikichi Iida
Main Businesses	Human resources business centered on manufacturing (R&D, Design/development, production technology, manufacturing, logistics, sales, after-sales services)
Capital	¥701 million (as of June 30, 2013)
Workforce	9,373 (consolidated/ as of June 30, 2013)
Locations	63 (consolidated/ as of June 30, 2013)
Listed Date	February 9, 2005 (JASDAQ Stock Exchange / Stock Code 2429)



## <<Corporate Symbol>>



WORLD INTEC's corporate symbol represents the cutting edge in the effort to create new meaning to work and the joys associated with one's vocation.

The blue sphere stands for our engineering expertise and the trust we have accumulated, while the yellow figure symbolizes further growth and development, as well as the corporate ideal we aim to realize.

# Human Resources and Education Business: Reference Data

## Trends in sales of factory business by region and industry sector

### Factory business

[Percentage of sales by region]

	Kyushu	Chugoku	Kansai	Tokai	Kanto	Tohoku		Japan	Taiwan	Total
<b>2013/3Q</b>	<b>30.5</b>	<b>32.7</b>	<b>8.5</b>	<b>3.5</b>	<b>17.3</b>	<b>7.5</b>	<b>2013/3Q</b>	<b>5,366</b>	<b>276</b>	<b>5,642</b>
2012/3Q	39.3	31.3	7.3	3.0	12.8	6.4	2012/3Q	5,800	385	6,185.0

[Number of staff]

\*Number of staff until FY2012/1Q includes that in WORLD INTEC FUKUSHIMA but not thereafter.

[Percentage of sales by business category]

	Semi-conductor	Electrical & electronics	Logistics	Automobile	Machinery	Environmental energy	Food/consumables	Chemical	Precision equipment	Pharmaceuticals	Others
<b>2013/3Q</b>	<b>22.3</b>	<b>25.1</b>	<b>10.6</b>	<b>9.7</b>	8.0	<b>5.4</b>	<b>3.3</b>	<b>3.1</b>	<b>1.6</b>	0.0	<b>10.9</b>
2012/3Q	23.4	22.2	6.9	11.8	7.6	3.9	2.9	2.9	6.4	0.1	11.9

## Trends in sales of technology business by region and industry sector

### Technology business

[Percentage of sales by region]

	Kyushu	Chugoku	Kansai	Tokai	Kanto	Tohoku		Japan
<b>2013/3Q</b>	<b>36.0</b>	<b>26.2</b>	<b>11.7</b>	<b>3.2</b>	<b>20.4</b>	<b>2.4</b>	<b>2013/3Q</b>	<b>1,222</b>
2012/3Q	44.7	27.4	3.4	1.9	16.2	6.4	2012/3Q	1,308

[Number of staff]

[Percentage of sales by business category]

	Semi-conductor	Information & telecommunications	Machinery	Automobile	Environmental energy	Electric & electronics	Precision equipment	Chemical	Food/consumables	Logistics	Pharmaceuticals	Others
<b>2013/3Q</b>	<b>49.6</b>	<b>18.8</b>	<b>8.3</b>	<b>6.9</b>	<b>5.0</b>	<b>4.7</b>	<b>1.1</b>	<b>0.3</b>	<b>0.3</b>	<b>0.1</b>	<b>0.1</b>	<b>4.9</b>
2012/3Q	59.3	14.6	3.2	7.2	3.8	4.5	1.6	0.4	0.0	0.0	0.2	5.2

## For more information

---

Akihiko Omoto  
Public Relations and Investor Relations Department  
Corporate Planning Division  
World Intec Co., Ltd.

TEL                   03-3516-1122  
E-MAIL               irinfo@witc.co.jp  
URL                   <http://www.witc.co.jp/>

No information in this presentation is provided for the purpose of soliciting purchases or sales of World Intec stock. Furthermore, opinions, forecasts and other information not based on historical facts represent the judgments of World Intec at the time this presentation was prepared. World Intec does not guarantee the accuracy of this information and may revise this information at any time without prior notice. World Intec and other providers of this information assume no responsibility whatsoever for any losses incurred in association with the information in this presentation.