

# FY2014 First Quarter Financial Results

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May 7, 2014  
World Intec Co., Ltd.  
JASDAQ (2429)

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- II. Trends by Business Segment**
- III. FY2014 Business Forecasts**

# World Intec Group: Three Core Businesses

**Empower** people through work

## Human resources and education business

Connect people with work - New work style -

### World Intec Co., Ltd.

- R&D: Dispatch of researchers
- Technology: Dispatch of engineers
- Factory: Dispatch of manufacturers, Contract work
- CB: Dispatch of sales personnel
- Construction: Dispatch of construction managing engineers
- OCS: Dispatch of clerical workers
- Repair: Entrust equipment repair
- Administrative: Personnel training contract
- Overseas: Parts procurement

### WORLD INTEC FUKUSHIMA CO., LTD.

- Administrative contract business

### DOT International Co., Ltd.

- Clinical Research Outsourcing business (CRO)

### Advan Co., Ltd.

- PC school operations business, educational materials, software sales business

### GEOGRAPHIC INFORMATION OF KYUSHU, INC.

- Map information, entrusted system development, disabled persons' employment support, education business

### <Overseas>

### WORLD INTEC TAIWAN CO., LTD.

- Staff placement and worker dispatching services for the manufacturing sector

### WORLD INTEC SHANGHAI CO., LTD. [non-consolidated]

- Staff placement, consulting and education business

## Information & telecommunications business

Bring people together through IT  
- New style of communication -

### e-support, inc.

- Call center business
- Insurance business

### Best IT Business Co., Ltd.

- Corporate business

### Network Solution Co., Ltd.

- Softbank business
- WILLCOM business

### Mobile Service Co., Ltd.

- KDDI business



## Real estate business

Connect people with housing  
- New style of urban development -

### World Residential Co., Ltd.

- Condominium business (the Tokyo metropolitan area)
- Condominium management business

### World Resiselling Co., Ltd.

- Selling agency

### Nichimo Real Estate Co, Ltd.

- Real estate loan consulting business

### World Wisteria Homes Co., Ltd.

- Condominium business (the Kinki area)
- Selling agency

### World iCity Co., Ltd.

- Condominium business (the Tohoku area)
- Selling agency

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# I. Summary of FY2014 First Quarter Financial Results

# FY2014 First Quarter Summary

Net sales, operating income, ordinary income and net income reached **record highs**.

Million yen, %

	FY2013/1Q actual	FY2014/1Q actual	YoY		FY2014 Forecast for 1Q&2Q (cumulative)*	Progress rate towards 1Q&2Q cumulative forecast
			Change	Pct. Change		
Net sales	11,731	<b>17,236</b>	5,506	46.9	33,298	51.8
Operating income	93	<b>1,080</b>	987	-	910	118.7
Ordinary income	104	<b>1,057</b>	953	916.3	863	122.5
Net income/loss	<b>△6</b>	<b>650</b>	656	-	342	190.1

\*Announced on February 12, 2014

1

**Net sales up 46.9% YoY**

→Contribution of real estate business and human resources education business

2

**Significant increase in operating income and ordinary income**

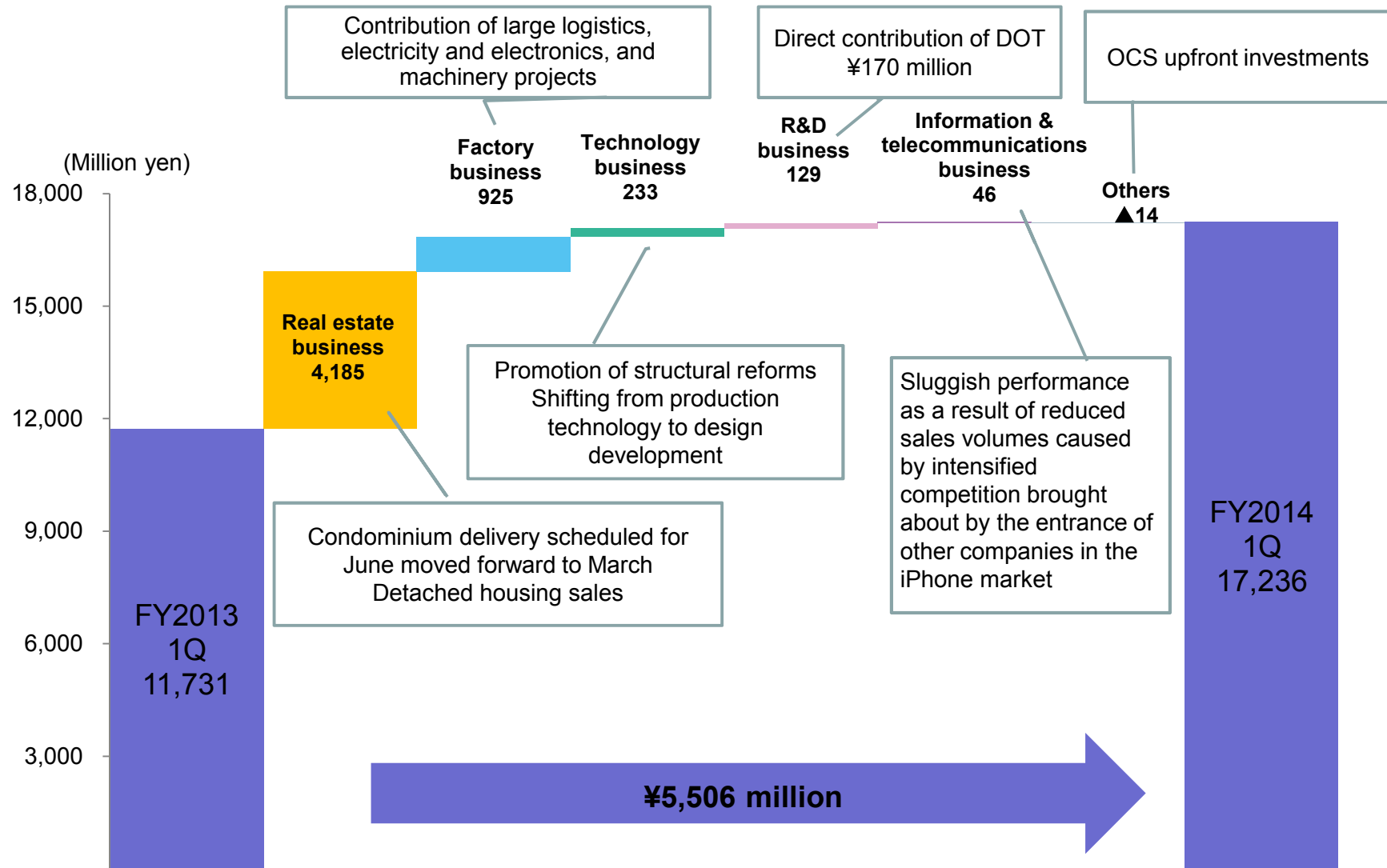
→Real estate business contributed to the increase in profits

# Trends by Business Segment

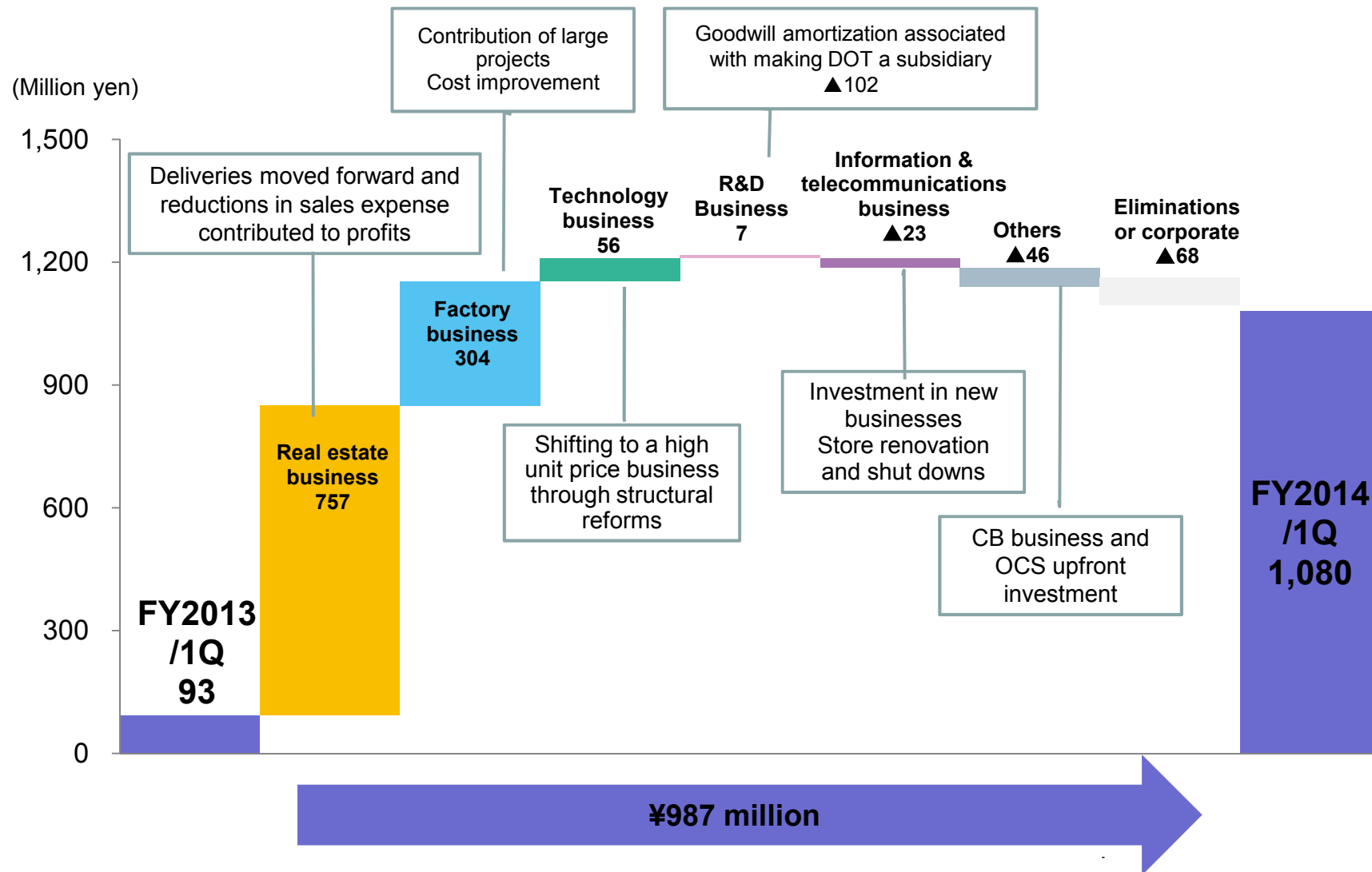
		FY2013/ 1Q actual	FY2014/1Q actual	YoY		FY2014 Forecast for 1Q&2Q (cumulative)*	Million yen, % Progress rate towards 1Q&2Q cumulative forecast
				Change	Pct. Change		
Factory business	Net sales			4,216	5,141		
	Segment income	97	401	304	311.3	466	86.1%
	Profit margin	2.3%	7.8%	-	-	4.6%	
Technology business	Net sales	1,534	1,767	233	15.2	3,614	48.9%
	Segment income	77	134	56	72.2	311	43.1%
	Profit margin	5.0%	7.6%	-	-	8.6%	
R&D business	Net sales	880	1,010	129	14.7	2,024	49.9%
	Segment income	58	66	7	13.1	107	61.7%
	Profit margin	6.6%	6.5%	-	-	5.3%	
Information & telecommunications business	Net sales	3,332	3,379	46	1.4	7,494	45.1%
	Segment income	82	58	Δ23	Δ 28.9	294	19.7%
	Profit margin	2.5%	1.7%	-	-	3.9%	
Real estate business	Net sales	186	4,371	4,185	-	7,076	61.8%
	Segment income	Δ128	629	757	Regaining profitability	262	240.1%
	Profit margin	-	14.4%	-	-	3.7%	
Others	Net sales	1,581	1,566	Δ14	Δ 0.9	2,878	54.4%
	Segment income	109	62	Δ46	Δ 42.6	50	124.0%
	Profit margin	6.9%	4.0%	-	-	1.7%	
Total	Net sales	11,731	17,236	5,505	46.9	33,298	51.8%
	Elimination or corporate	Δ204	Δ272				-
	Operating income	93	1,080	987	-	910	118.7%
	Operating margin	0.8%	6.3%	-	-	2.7%	-

\*Announced on February 12, 2014

# Change in Net Sales by Segment

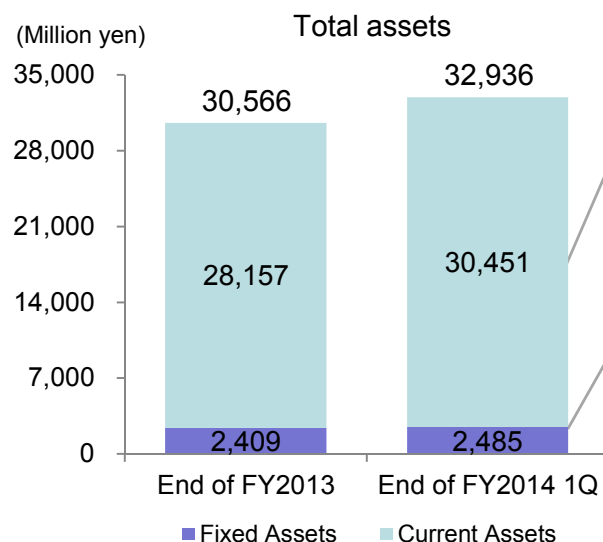


# Changes in Operating Income by Segment





# Financial Condition B/S

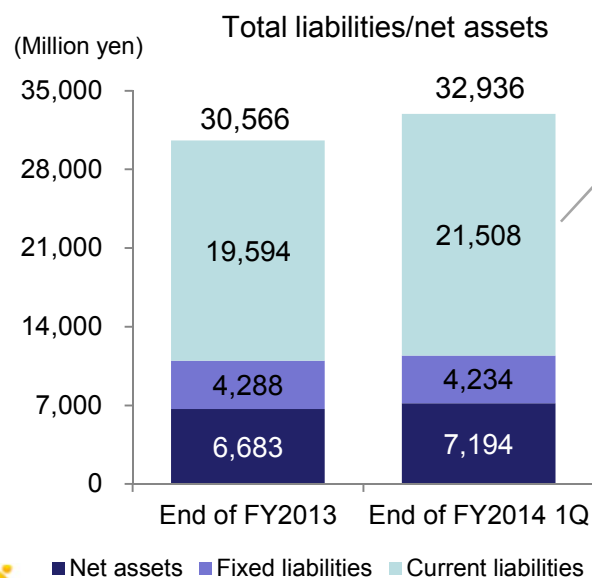


**Current assets** 30,451 (+2,294)

- Cash and deposits: 6,874 ( +903) Deposits from real estate sales
- Real estate for sale in process : 15,797 (+1,602) Acquisition of commercial premises

**Fixed assets** 2,485 (+76)

- Property, plant and equipment: 659 ( +22)
- Intangible assets: 653 (△ 1)
- Investments and other assets: 1,172 ( +55)



**Current liabilities** 21,508 (+1,913)

- Short-term debt: 12,891 (+1,959) Fund for purchase of real estate for sale

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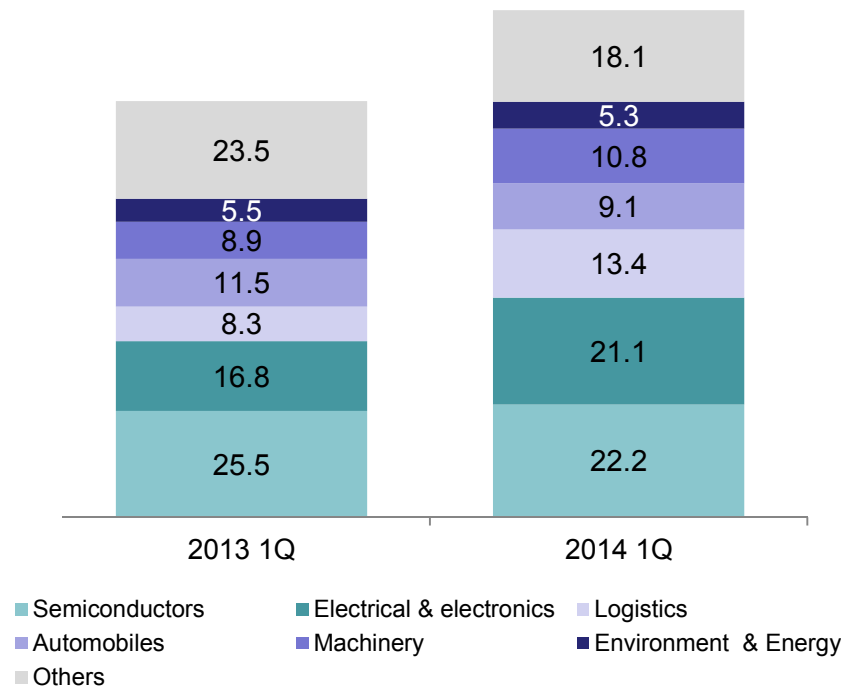
## II. Trends by Business Segment

# Human Resources and Education Business:

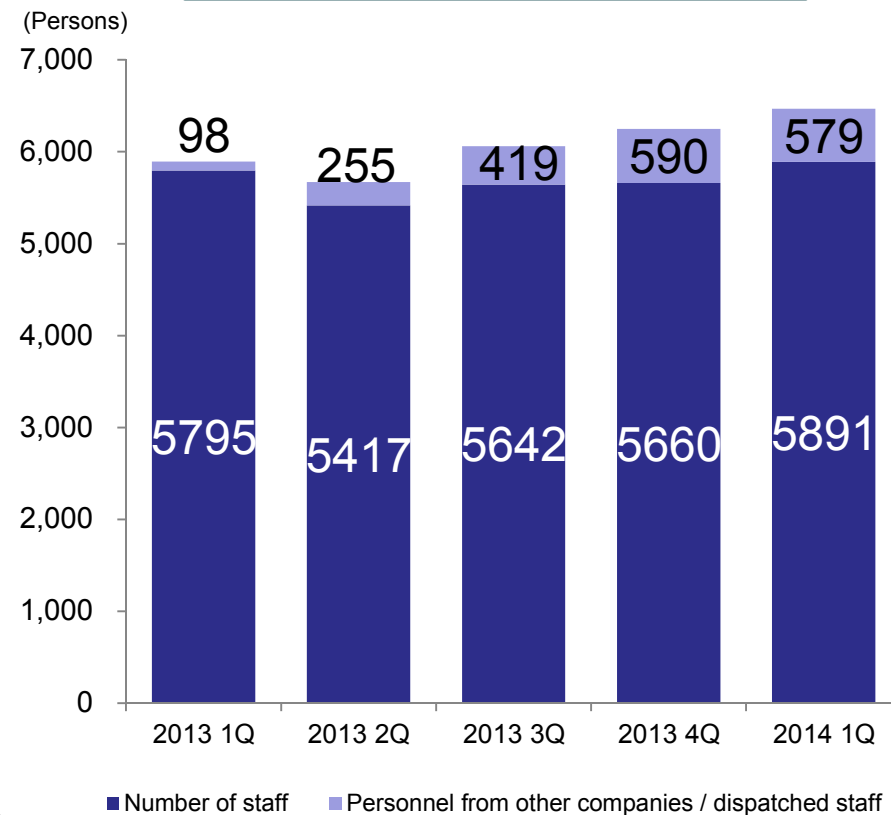
## Factory business Sales composition and number of staff and personnel by segment

Expansion of the smartphone related electrical & electronics segment and the logistics segment, as well as an overall cost improvement is underway.

Sales composition by business segment (%)



Transition in the number of staff and personnel in service\*



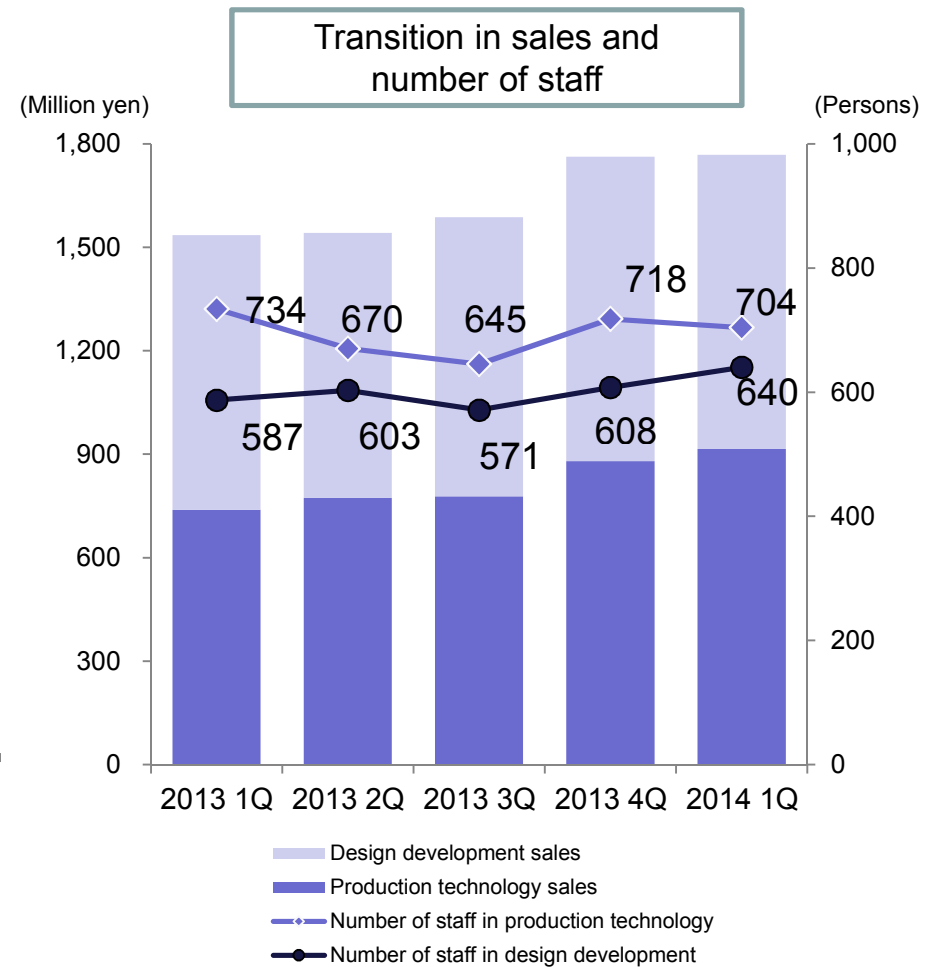
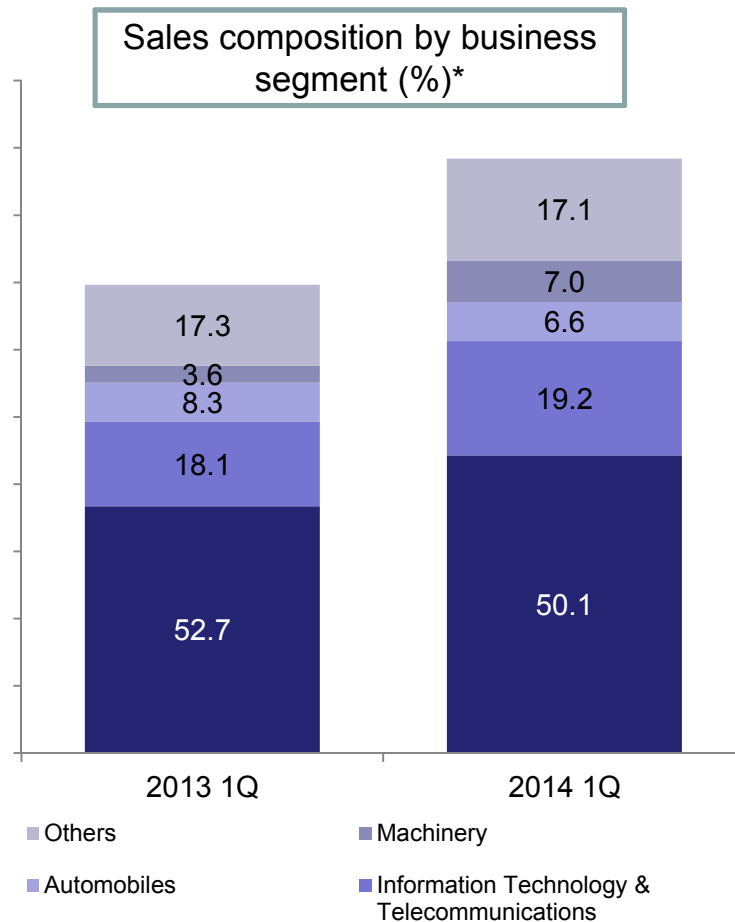
\* The graphs show sales, and the figures show the sales composition ratio.

\* 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 business Sales composition by business and number of staff

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



\* The graphs show sales, and figures show sales composition ratio.

\*\* For data for segments other than those above, please refer to reference data.

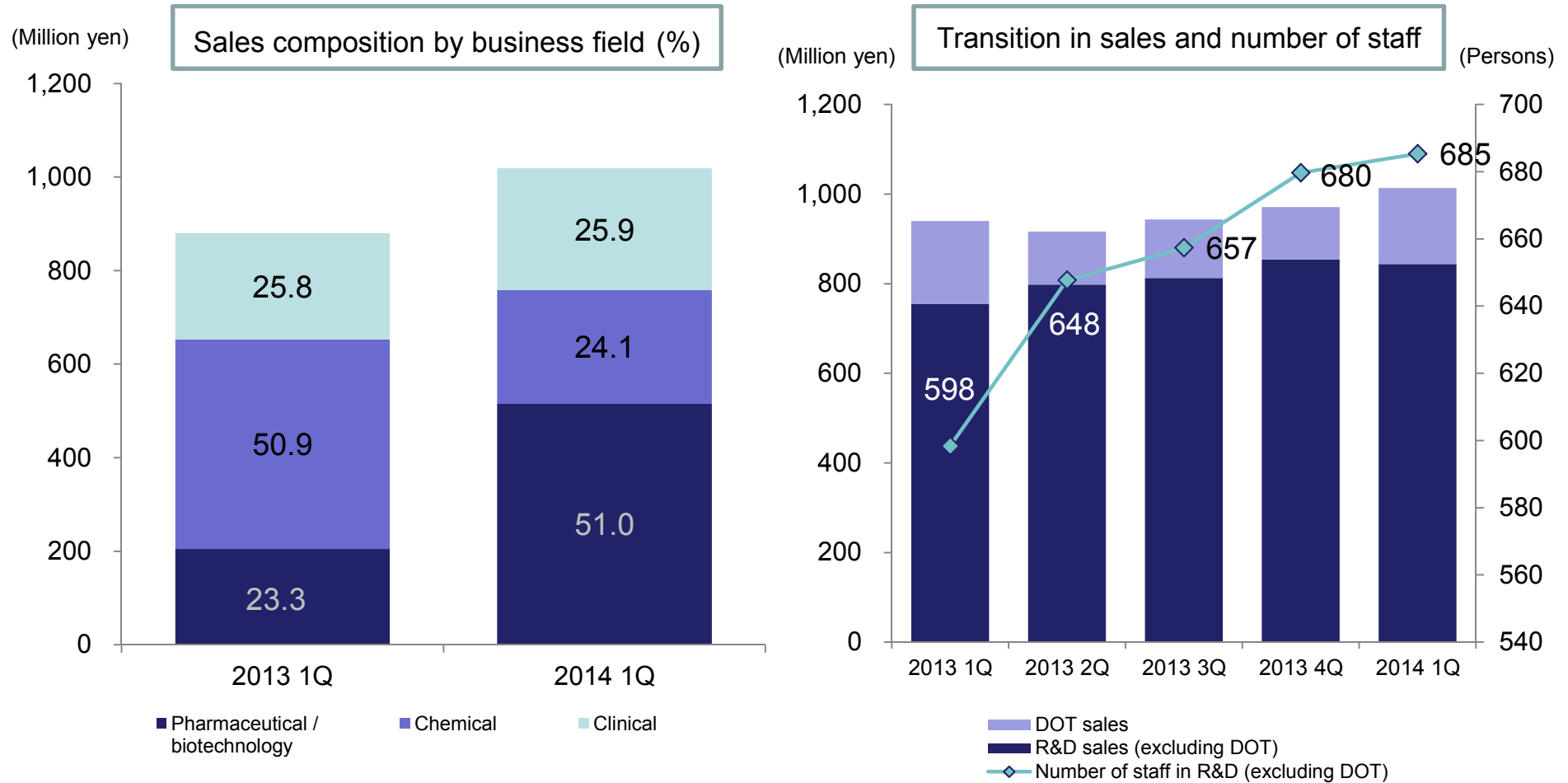
\* The number of staff is the three-month average.

\*\* The number of staff includes external staff for 4Q FY2013 and beyond.

# Human Resources and Education Business:

## R&D business Sales composition by business segment and the number of staff

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

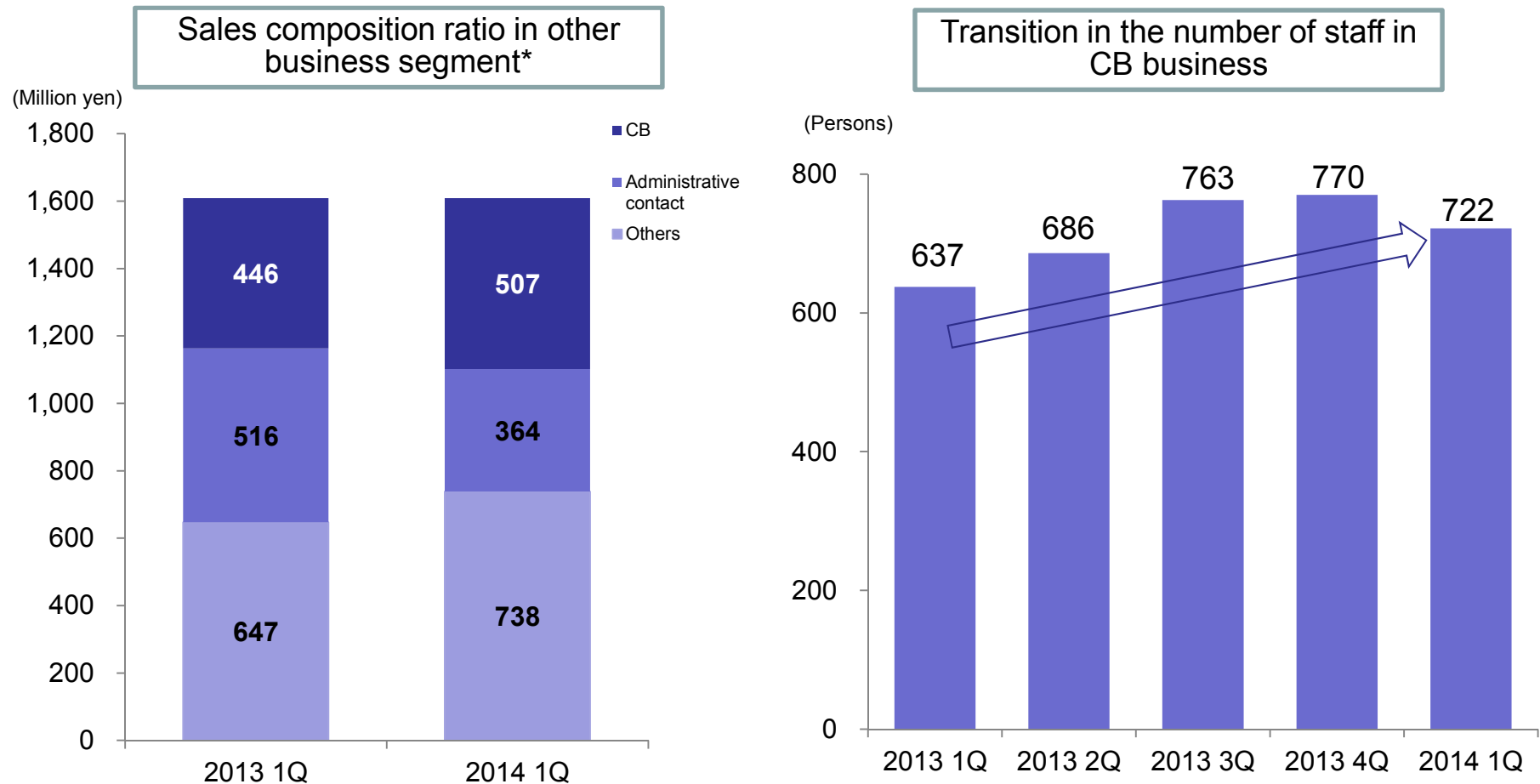


\* Figures in the graph shows the percentages (%) to sales in the R&D business.

\* The number of staff is the three-month average.

# Human Resources and Education Business CB (dispatch of sales personnel) Business (Other business segment)

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



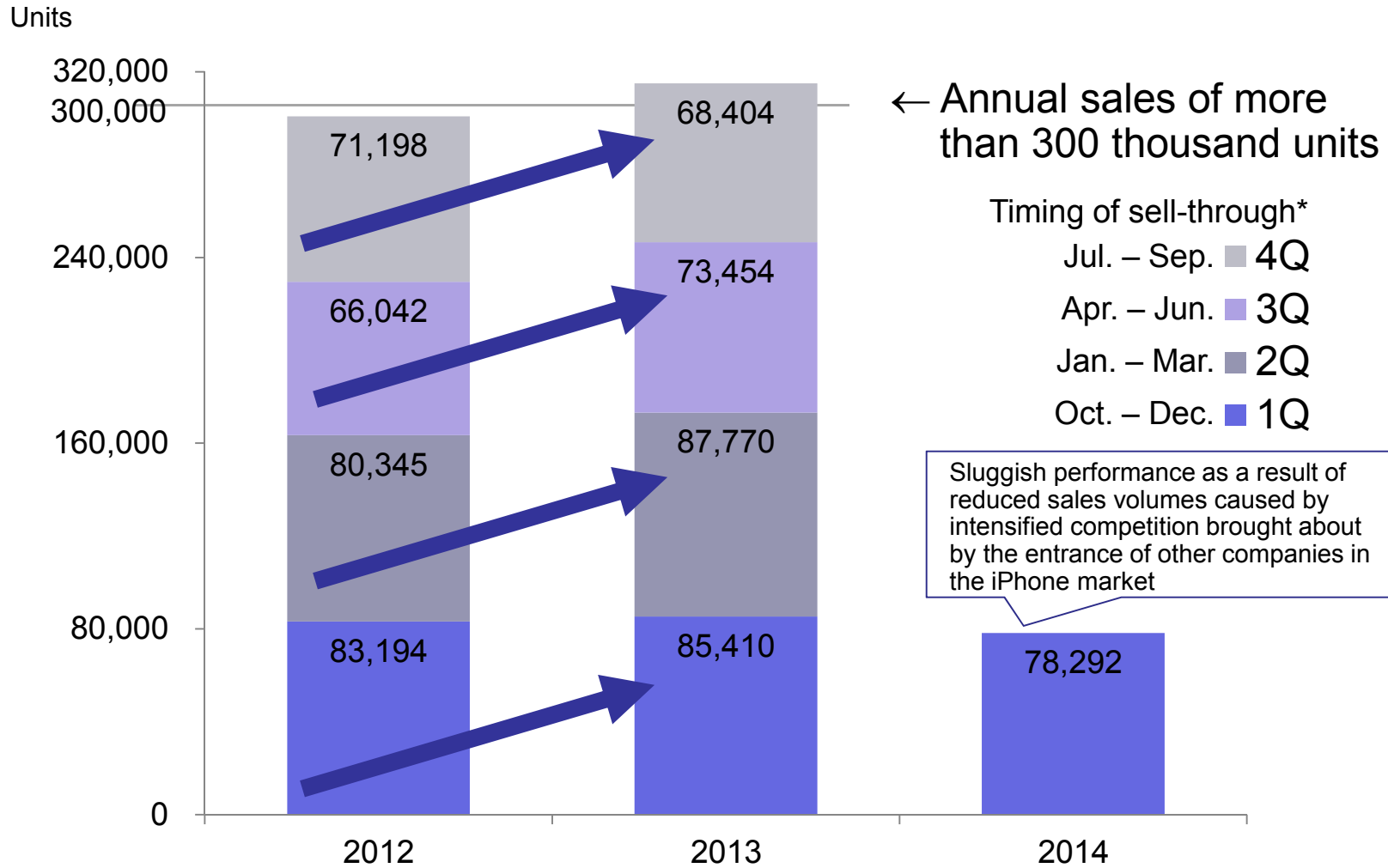
\* Figures in the graph show the sales composition ratio (%) in other business segment.

\* The number of staff shows the three-month average.

\*\* 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 three months behind the calendar years.

# Real Estate Business: Status of marketing activities for the year

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

<p>Purchase situation</p>	<table> <tr> <td>Tokyo metropolitan area:</td> <td>4 properties</td> <td rowspan="3" style="vertical-align: middle;">Equivalent to sales of 7.6 billion yen</td> </tr> <tr> <td>Tohoku area:</td> <td>1 property</td> </tr> <tr> <td>Total</td> <td>5 properties</td> </tr> </table>	Tokyo metropolitan area:	4 properties	Equivalent to sales of 7.6 billion yen	Tohoku area:	1 property	Total	5 properties											
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<p>Delivery situation</p>	<table> <tr> <td>In-house developed condominium</td> <td></td> <td></td> </tr> <tr> <td>    38 properties</td> <td></td> <td>(Tokyo metropolitan area: 38 properties)</td> </tr> <tr> <td>Contract selling</td> <td>88 properties</td> <td>(Tokyo metropolitan area: 88 properties)</td> </tr> <tr> <td>In-house developed housing lots for sale</td> <td></td> <td></td> </tr> <tr> <td>    1 lot</td> <td></td> <td>(Tokyo metropolitan area: 1 lot)</td> </tr> <tr> <td>Single-family housing:</td> <td>6 properties</td> <td>(Tokyo metropolitan area: 6 properties)</td> </tr> </table>	In-house developed condominium			38 properties		(Tokyo metropolitan area: 38 properties)	Contract selling	88 properties	(Tokyo metropolitan area: 88 properties)	In-house developed housing lots for sale			1 lot		(Tokyo metropolitan area: 1 lot)	Single-family housing:	6 properties	(Tokyo metropolitan area: 6 properties)
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Single-family housing:	6 properties	(Tokyo metropolitan area: 6 properties)																	
<p>Sales situation</p>	<p>139 properties were contracted for sale (cumulative). (In-house developed and contracted selling)</p> <table> <tr> <td rowspan="2" style="font-size: 3em; vertical-align: middle;">{</td> <td>In-house developed properties:</td> <td>68 properties for the current fiscal year; 23 properties for the next fiscal year or thereafter</td> </tr> <tr> <td>Contract selling properties:</td> <td>48 properties for the current fiscal year; 0 property for the next fiscal year or thereafter</td> </tr> </table>	{	In-house developed properties:	68 properties for the current fiscal year; 23 properties for the next fiscal year or thereafter	Contract selling properties:	48 properties for the current fiscal year; 0 property for the next fiscal year or thereafter													
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### III. FY2014 Business Forecasts

# Summary of FY2014 Business Forecasts

Million yen, %	FY2013 actual	FY2014 forecast	YoY		FY2014 Forecast for 1Q&2Q (cumulative)	FY2014 Forecast for 3Q&4Q (cumulative)
			Change	Pct. Change		
Net sales	56,450	<b>70,620</b>	14,170	25.1	33,298	37,321
Operating income	2,120	<b>2,680</b>	560	26.4	910	1,769
Ordinary income	2,164	<b>2,571</b>	407	18.8	863	1,708
Net income	834	<b>1,201</b>	367	44.0	342	859
EPS (yen)	49.6	71.4			20.3	51.1
Dividend per share (yen)	10.0	14.3				

1

Expect 25.1% increase in sales and 26.4% increase in operating income YoY in FY2014

2

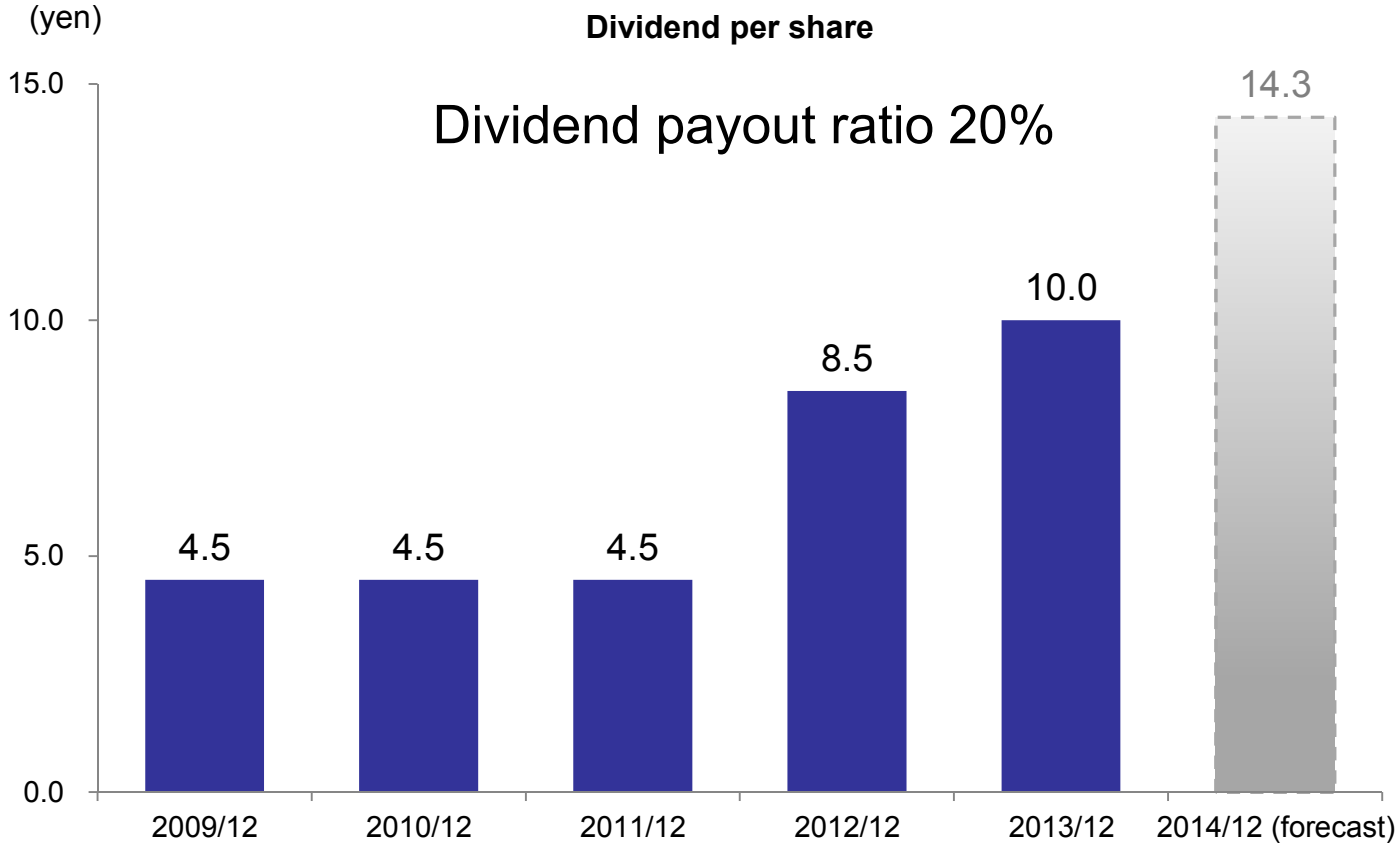
Promoting strategies for expanding sales and increasing income and profits.

# FY2014 Business Forecasts by Segment

	Million yen, %	FY2013 actual	FY2014 forecast	YoY		FY2014 Forecast for 1Q&2Q (cumulative)	FY2014 Forecast for 3Q&4Q (cumulative)
				Change	Pct. Change		
<b>Factory business</b>	Net sales	18,738	22,988	4,250	22.7	10,210	12,777
	Segment income	1,083	1,299	215	19.8	466	832
	Profit margin	5.8%	5.7%	-	-	4.6%	6.5%
<b>Technology business</b>	Net sales	6,424	7,408	984	15.3	3,614	3,794
	Segment income	571	688	117	20.5	311	376
	Profit margin	8.9%	9.3%	-	-	8.6%	9.9%
<b>R&amp;D business**</b>	Net sales	3,693	4,447	754	20.4	2,024	2,422
	Segment income	194	289	95	49.0	107	182
	Profit margin	5.3%	6.5%	-	-	5.3%	7.5%
<b>Information &amp; telecommunications business</b>	Net sales	13,092	14,489	1,397	10.7	7,494	6,994
	Segment income	441	489	48	10.9	294	194
	Profit margin	3.4%	3.4%	-	-	3.9%	2.8%
<b>Real estate business</b>	Net sales	8,683	15,017	6,334	72.9	7,076	7,941
	Segment income	511	889	378	74.0	262	626
	Profit margin	5.9%	5.9%	-	-	3.7%	7.9%
<b>Others</b>	Net sales	5,818	6,268	450	7.7	2,878	3,390
	Segment income	281	224	Δ57	Δ 20.3	50	173
	Profit margin	4.8%	3.6%	-	-	1.7%	5.1%
<b>Total</b>	Net sales	56,450	70,620	14,170	25.1	33,298	37,321
	Elimination or corporate	Δ964	Δ1,200	-	-	-	-
	Operating income	2,120	2,680	560	26.4	910	1,769
	Operating margin	3.8%	3.8%	-	-	2.7%	4.7%

# Shareholder Returns

Maintaining dividend increase in line with profit growth



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# APPENDIX

# World Intec Corporate Profile

Company	WORLD INTEC CO., LTD.
Head Office	6F Fukuoka Asahi Building, 2-1-1 Hakata-Ekimae, Hakata Ward, 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 December 31, 2013)
Workforce	9,910 (consolidated/ as of December 31, 2013)
Locations	63 (consolidated/ as of December 31, 2013)
Listed Date	February 9, 2005 (JASDAQ Stock Exchange / Stock Code 2429)

## JOB PAPER



## Link to the Official Facebook Page



# 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		[Number of staff]		
							Japan	Taiwan	Total	
<b>2014 1Q</b>	<b>28.8</b>	<b>25.1</b>	<b>11.4</b>	<b>3.7</b>	<b>23.1</b>	<b>7.8</b>	<b>2014 1Q</b>	<b>5,671</b>	<b>220</b>	<b>5,891</b>
2013 1Q	36.3	30.6	5.9	3.8	14.4	9.0	2013 1Q	4,738	519	5,257

\*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	Machinery	Automobile	Environmental energy	Chemical	Food/ consumables	Precision equipment	Pharmaceuticals	Others
<b>2014 1Q</b>	<b>22.2</b>	<b>21.1</b>	<b>13.4</b>	<b>10.8</b>	<b>9.1</b>	<b>5.3</b>	<b>3.0</b>	<b>2.9</b>	<b>1.9</b>	<b>0.0</b>	<b>10.3</b>
2013 1Q	25.5	16.8	8.3	8.9	11.5	5.5	4.1	5.4	2.7	0.1	11.2

# Human Resources and Education Business: Reference Data

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

	Kyushu	Chugoku	Kansai	Tokai	Kanto	Tohoku		Japan
2014 1Q	27.1	24.2	18.3	3.4	24.2	2.8	2014 1Q	1,292
2013 1Q	39.6	28.3	4.4	3.0	17.4	7.2	2013 1Q	1,307

[Percentage of sales by business category]

	Semi-conductor	Information & telecommunications	Machinery	Automobile	Electric & electronics	Environmental energy	Precision equipment	Chemical	Food/consumables	Pharmaceuticals	Logistics	Others
2014 1Q	50.1	19.2	7.0	6.6	5.4	4.5	0.5	0.6	0.2	0.0	0.0	5.9
2013 1Q	52.7	18.1	3.6	8.3	4.8	5.3	1.8	0.7	0.2	0.2	0.0	4.3



# For more information

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