

FY2012 Third Quarter Financial Results



November 7, 2012
World Intec Co., Ltd.
JASDAQ (2429)

World Intec Group : Three Core Businesses

Information technology & telecommunications business



e-support, inc.

- Call center business



World Online Co., Ltd.

- Corporate business
- OA equipment sales



Network Solution Co., Ltd.

- Softbank shop business
- WILLCOM shop business



Mobile Service Co., Ltd.

- au shop business

Best IT Business Co., Ltd.

- Corporate business



Real estate business

World Residential Co., Ltd.

- Condominium business
- Condominium management business
- Contract selling business

Nichimo Real Estate Co, Ltd.

- Contract selling business
- Real estate consulting business

World Resiselling Co., Ltd.

- Selling agency
- Contract selling business

World iCity Co., Ltd.

- Condominium business
- Selling agency
- Contract selling business

Suncity Selling Co.,, Ltd.

- Selling agency
- Contract selling business

Human resources education business



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 |
| Administrative | Personnel training |
| contract | |
| Overseas | Parts procurement |
| Repair | Repair service |

WORLD INTEC FUKUSHIMA CO., LTD

Administrative contract business



CRO (Clinical Research Outsourcing) business



Advan Co., Ltd.

Education business
• PC school operations, educational materials, software sales



GEOGRAPHIC INFORMATION OF KYUSHU, INC.

- Map information sales
- Entrusted system development
- Disabled persons' employment support, education



WORLD INTEC TAIWAN CO., LTD.

Overseas business.....Dispatch of manufacturers
WORLD INTEC SHANGHAI CO., LTD.
(non-consolidated)
• Comprehensive human resources service
• Education consulting



WORLD INTEC

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1. Summary of Third Quarter Results for FY2012

Overview of FY2012 Third Quarter



Human resources education business

Strong demand! Continued prior investments for expansion

Factory business is in a shortage of labor force on the whole and mainly smartphone-related demand was strong. In the highly in-demand logistics field, prior recruiting costs for year-end human resources demand and costs mainly due to the shifting of human resources increased. Technology business and R&D business were within budget. To strengthen the CRO field in the R&D business for the next fiscal year, World Intec announced that the company made DOT International Co., Ltd. its subsidiary (Ref.: Oct. 24, 2012 press release).

Information and telecommunications business

Going strong by selling smartphones through Kyushu's No. 1 network!

Kyushu's No.1 mobile shop had a strong showing as new smartphones and mobile phones were sold one after another and data communication terminals including tablet terminal and wifi routers continued to spread. Maintained higher sales and profits compared with budget while making prior investments in shop renovation.

Real estate business

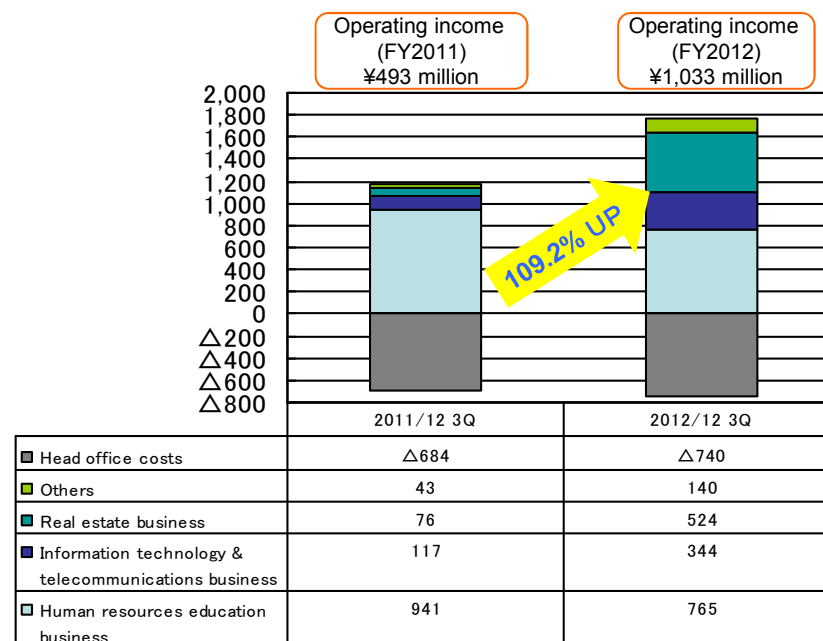
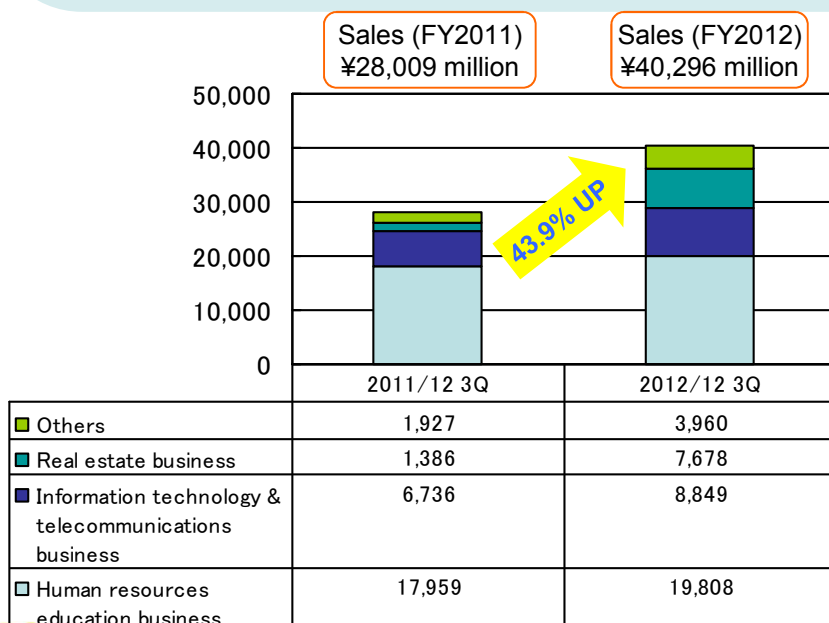
Strong sales of condominiums; Also did well in purchasing!

Monzennakacho PJ, for which sales were postponed from 2Q to 3Q, was sold out. At the end of September, 167 units out of a total of 177 units for 4 condominiums were signed (94% contract rate). Number of units signed totaled 285 including other contract properties sold. Already secured 8 sites for FY2014 onwards.

Overview of FY2012 Third Quarter: **Increases in Sales and Profits**

- Substantial increases in sales and profits YoY due to the expansion of 3 core businesses. Real estates in 2Q for which sales were postponed (Monzennakacho) were sold out in 3Q. Earnings growth in other segments covered the increased prior investment cost of Human resources education business.

■ Consolidated sales;	¥40,296 million (up 43.9% YoY)
■ Consolidated operating income;	¥1,033 million (up 109.2% YoY)
■ Consolidated ordinary income;	¥1,052 million (up 66.0% YoY)
■ Consolidated net income;	¥640 million (up 128.0 YoY)

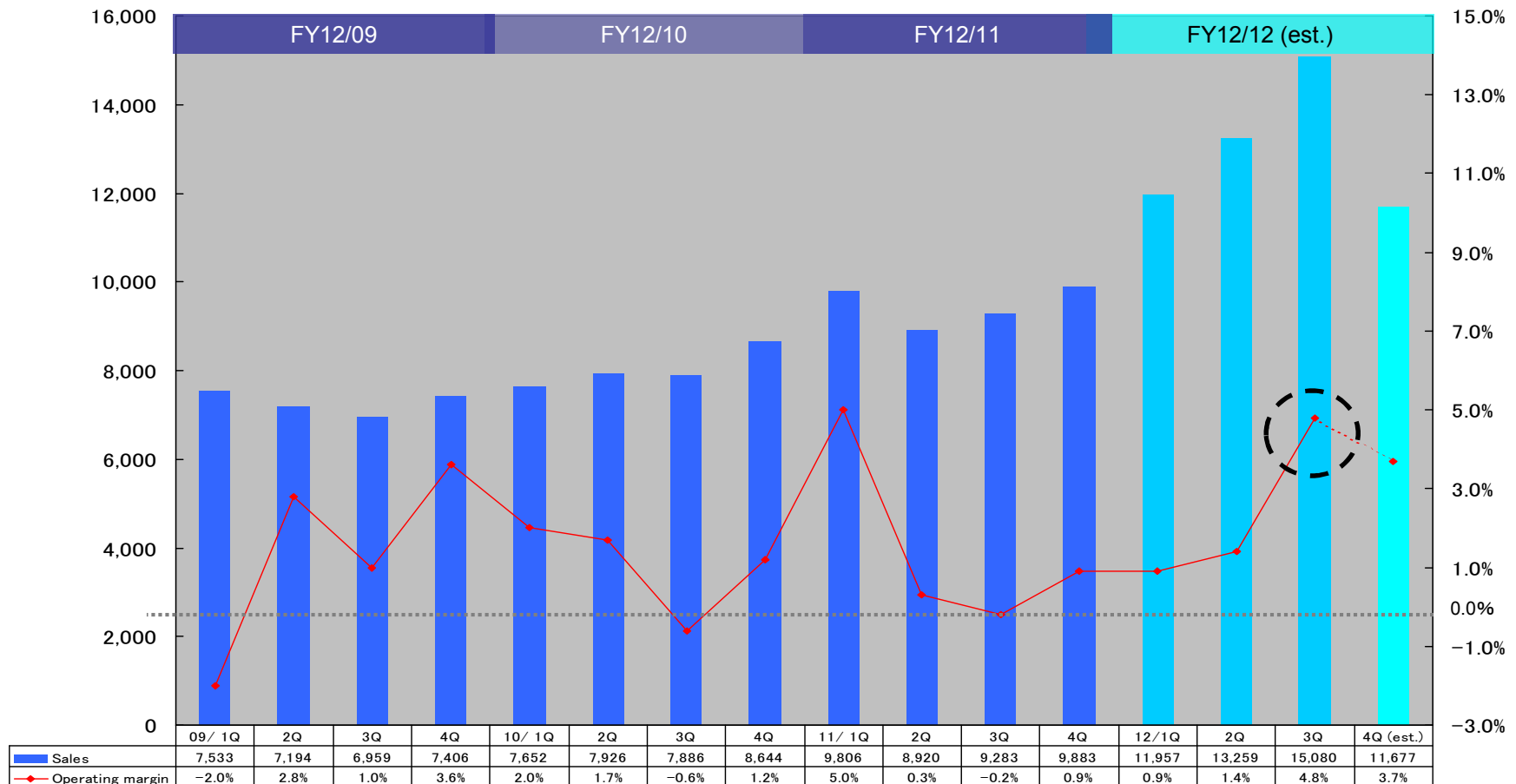


Quarterly Consolidated Business Results

- Real estates in 2Q for which sales were postponed (Monzennakacho) were sold out in 3Q and 24 out of 20 units were delivered. Other segments covered the prior investments of Human resources education business and Real estate business showed steady growth.
- No change to full-year forecasts at this time.

(Sales: Million yen)

(Operating margin:%)



Consolidated Financial Summary for the Third Quarter of FY2012 (YoY)

Sales

- Sales in all businesses increased resulting in 43.9% growth YoY

Operating income

- Substantial increase in profit YoY due to a steady growth in the Real estate business
Other businesses covered the Elpida-related loss (68 million yen) and prior investments in the Human resources education business

Ordinary income

- Received about 160 million yen in employment adjustment subsidy, etc. in the previous fiscal year

Net income

- Net income also increased due to increases in sales and profits on a consolidated basis

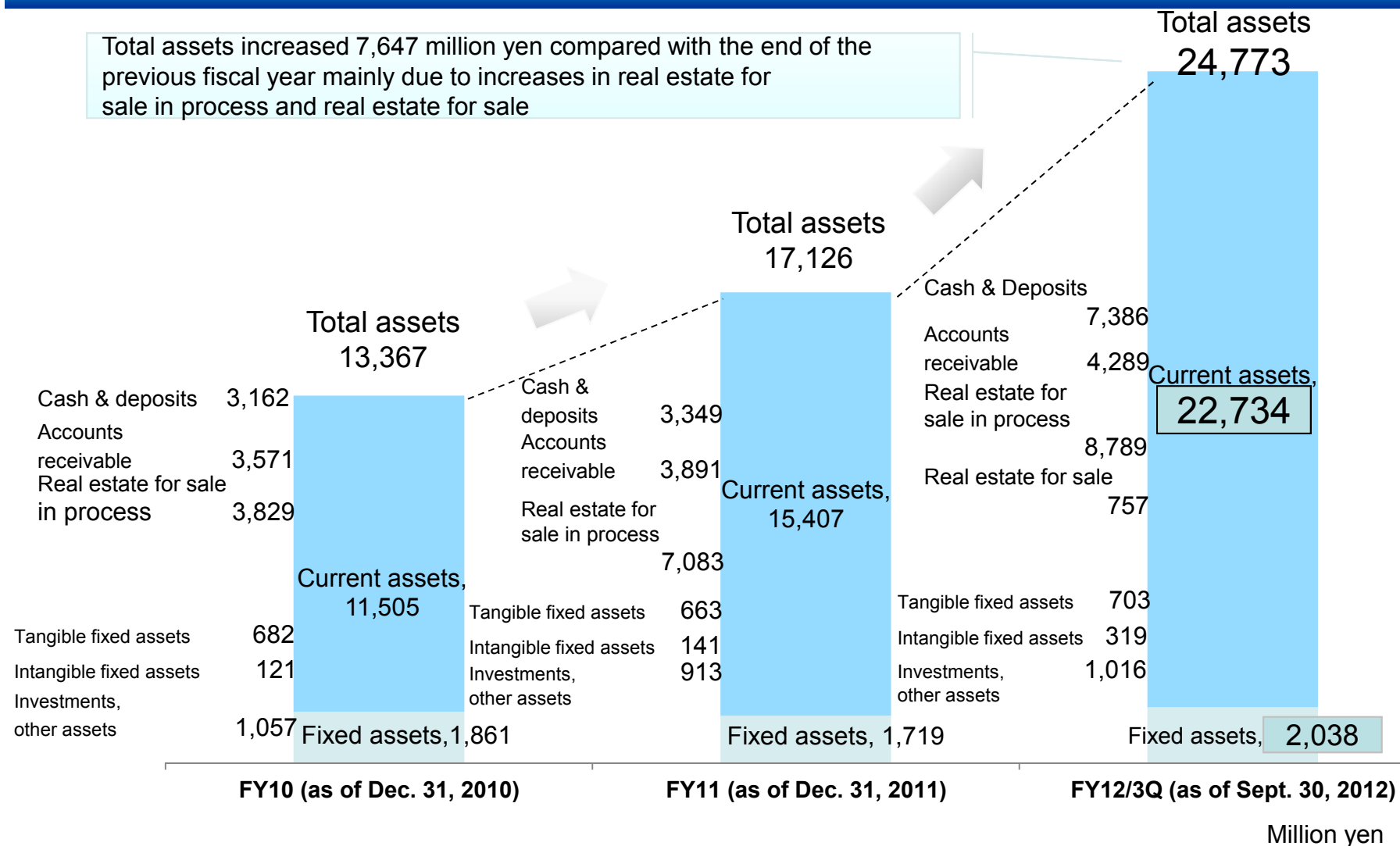
(Consolidated) (Million yen)	FY12/11 3Q (Jan.-Sept.) actual	FY12/12 3Q (Jan.-Sept.) actual	YoY	
			Change	Pct. change
Net sales	28,009	40,296	12,286	43.9%
Operating income	493	1,033	539	109.2%
Operating margin	1.8%	2.6%	-	-
Ordinary income	633	1,052	418	66.0%
Ordinary income margin	2.2%	2.6%	-	-
Net income	281	640	359	128.0%
Net income margin	1.0%	1.5%	-	-

Business Summary by Segment YoY

(Million yen)		FY12/11 3Q (Jan.-Sept.) actual	FY12/12 3Q (Jan.-Sept.) actual	YoY	
				Change	Pct. Change
Factory business	Net sales	11,742	13,098	1,356	11.5%
	Segment income	477	320	△157	△32.9%
	Profit margin	4.1%	2.4%	—	—
Technology business	Net sales	4,402	4,585	183	4.2%
	Segment income	282	273	△8	△3.0%
	Profit margin	6.4%	6.0%	—	—
R&D business	Net sales	1,814	2,123	309	17.1%
	Segment income	182	171	△10	△5.8%
	Profit margin	10.0%	8.1%	—	—
Information technology & telecommunications business	Net sales	6,736	8,849	2,112	31.4%
	Segment income	117	344	227	194.3%
	Profit margin	1.7%	3.9%	—	—
Real estate business	Net sales	1,386	7,678	6,292	454.0%
	Segment income	76	524	447	588.9%
	Profit margin	5.5%	6.8%	—	—
Others	Net sales	1,927	3,960	2,033	105.5%
	Segment income	43	140	96	220.3%
	Profit margin	2.2%	3.5%	—	—
Total	Net sales	28,009	40,296	12,286	43.9%
	Elimination or corporate	△684	△740	△56	—
	Operating income	493	1,033	539	109.2%
	Operating margin	1.8%	2.6%	—	—

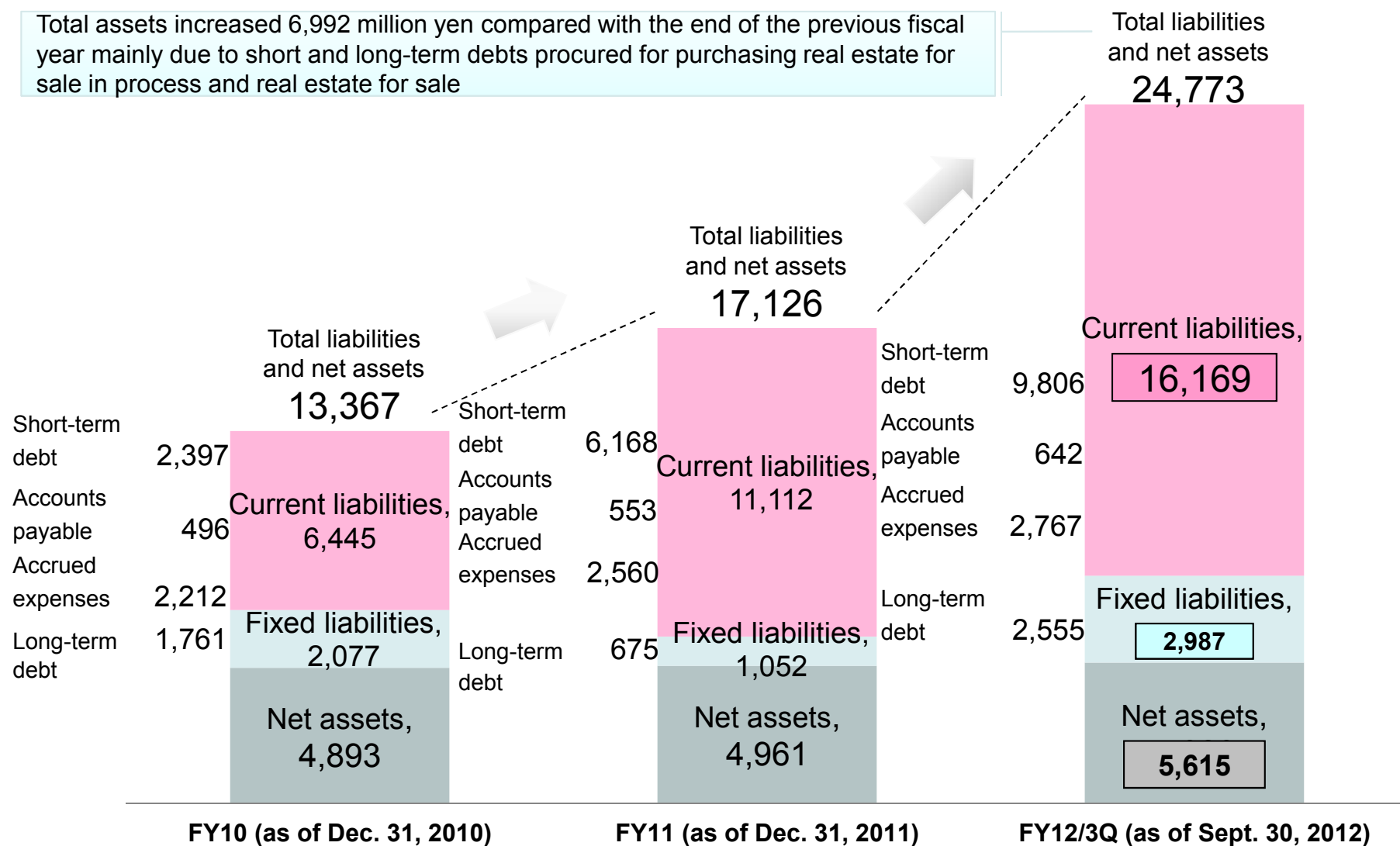
FY2012 Third Quarter Balance Sheet (Assets)

Total assets increased 7,647 million yen compared with the end of the previous fiscal year mainly due to increases in real estate for sale in process and real estate for sale



FY2012 Third Quarter Balance Sheet (Liabilities)

Total assets increased 6,992 million yen compared with the end of the previous fiscal year mainly due to short and long-term debts procured for purchasing real estate for sale in process and real estate for sale

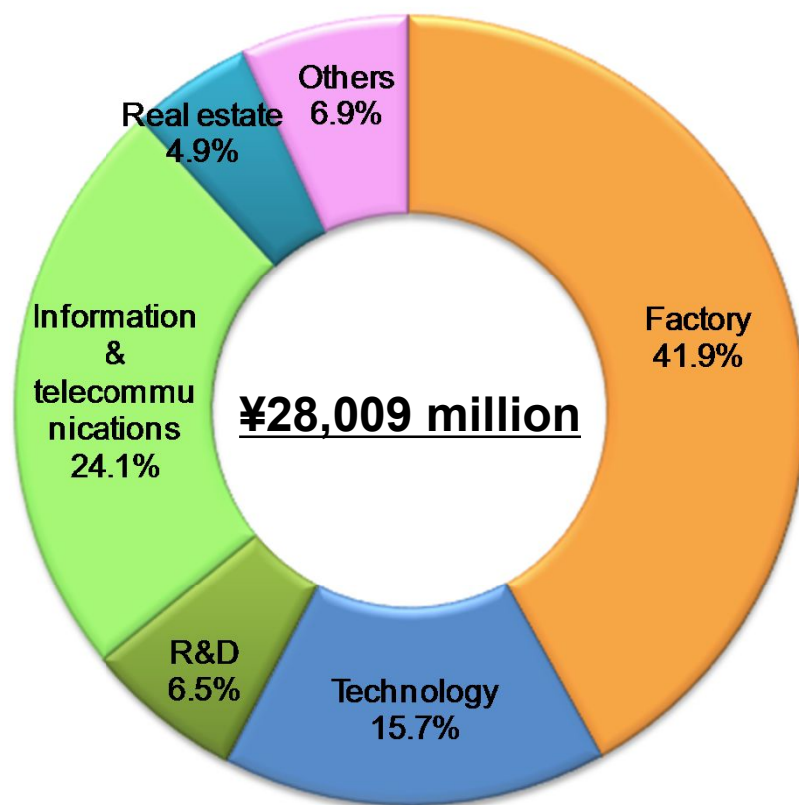


Million yen

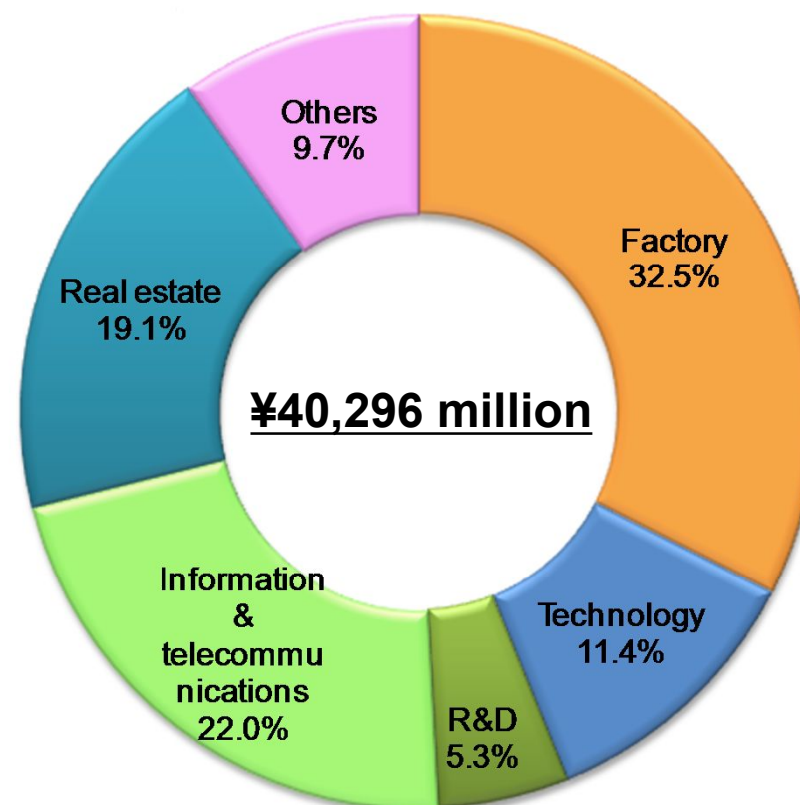
2. Segment Highlights

Percentage of Sales/Operating Income by Segment YoY Comparison

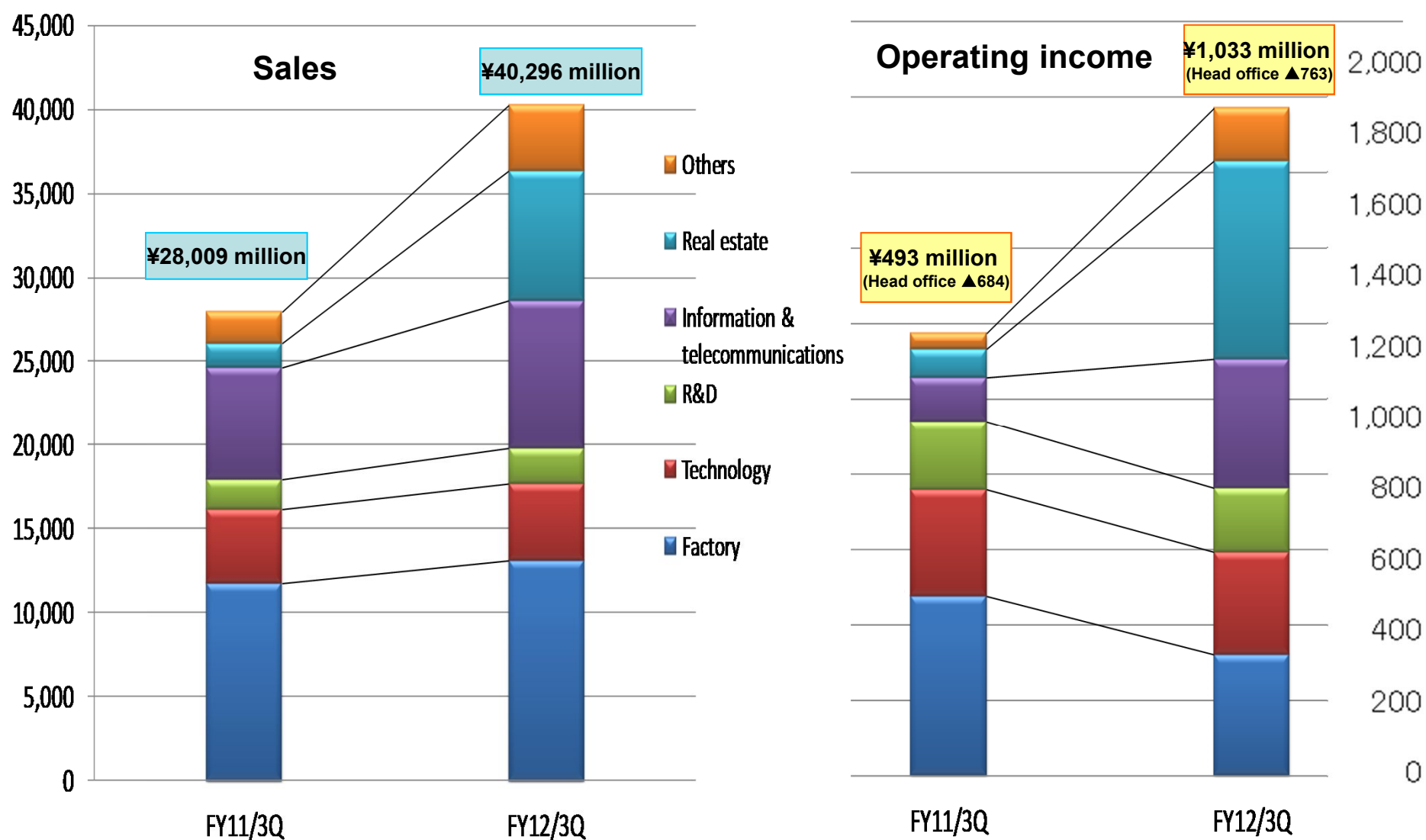
FY11/3Q



FY12/3Q



Percentage of Sales by Segment YoY Comparison



FY2012 Third Quarter Business Segment Report (1)

Human resources education business

■ Factory business

Sales up Profit down

- Orders for manufacturing including automobiles and smartphones were strong. Sales increased and profit decreased due to mounting prior investments mainly in recruiting and training of human resources for e-commerce-related logistics for the year-end (up 697 persons YoY)

■ Technology business

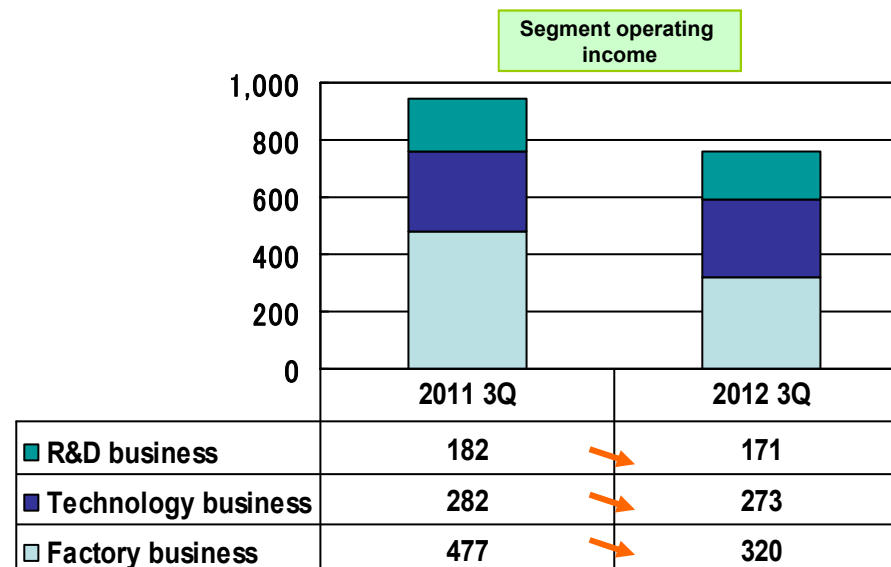
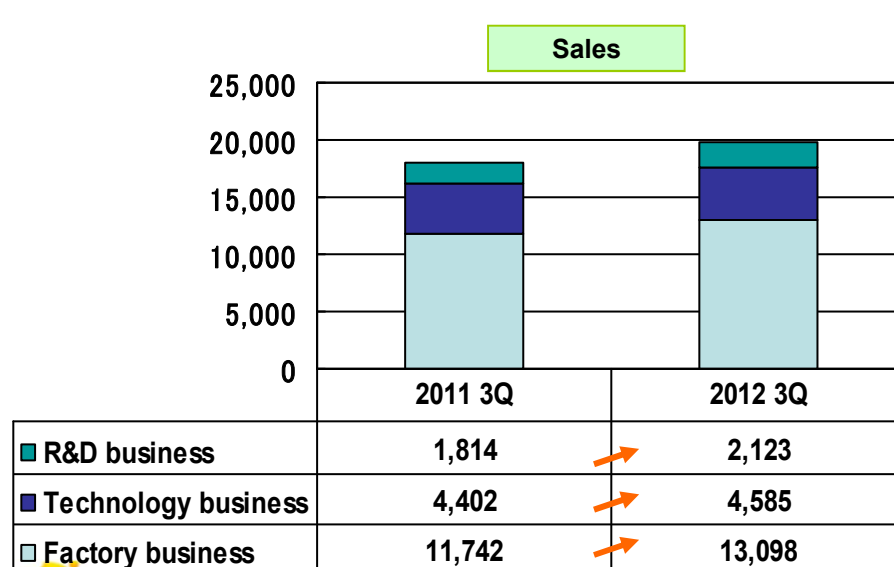
Sales up Profit down

- Demand for engineers in information and communications and automobile-related fields was strong but sales increased and profit decreased due to personnel shift as a result of the sluggish semiconductor field including Elpida-related loss in the 1st half. (Down 138 persons in production technology and up 117 persons in design development, down 21 persons as a whole YoY)

■ R&D business

Sales up Profit down

- Strong sales due to strong orders in the field of general worker dispatching and active recruitment of specialized workers. Mounting investments in the improvement of CRO system resulted in increase in sales and decrease in profit. (up 40 persons YoY)



*Head office costs excluded

FY2012 Third Quarter Business Segment Report (2)

Information technology & telecommunications business

Sales up

Profit up

- Smartphone and tablet-related sales were strong due to Kyushu's No.1 shop network. In particular, profit increased (up 194% YoY) significantly as a result of selling smartphone-related items. The company promoted prior investments in shops for the next fiscal year.

Real estate business

Sales up

Profit up

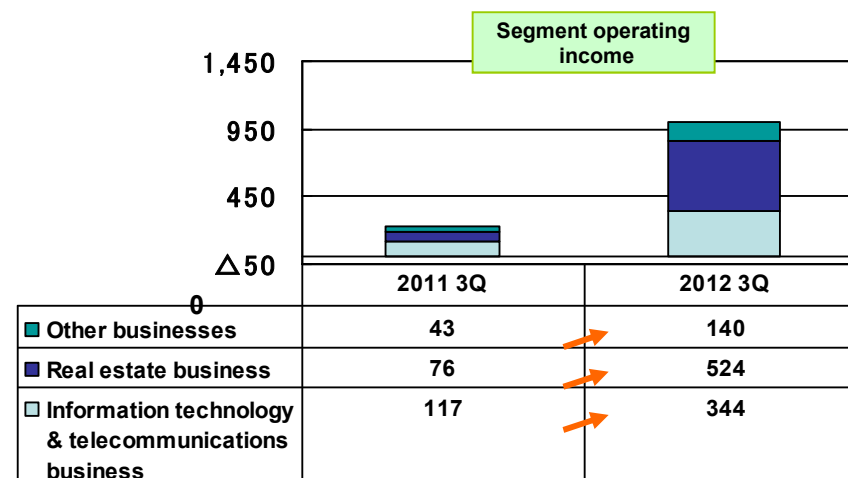
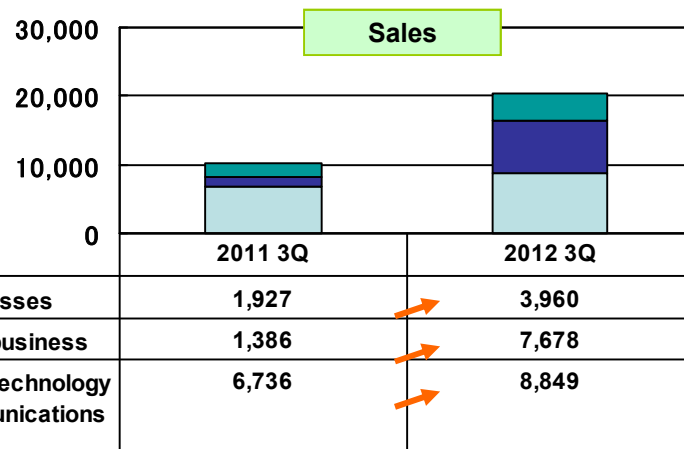
- "Monzennakacho," which was switched to sales after completion, were sold out in 3Q. Steady increase in sales of own condominiums with 94% contract rate. Got a project (former Suncity) started with an eye to reconstruction demand in Tohoku.

Others

Sales up

Profit up

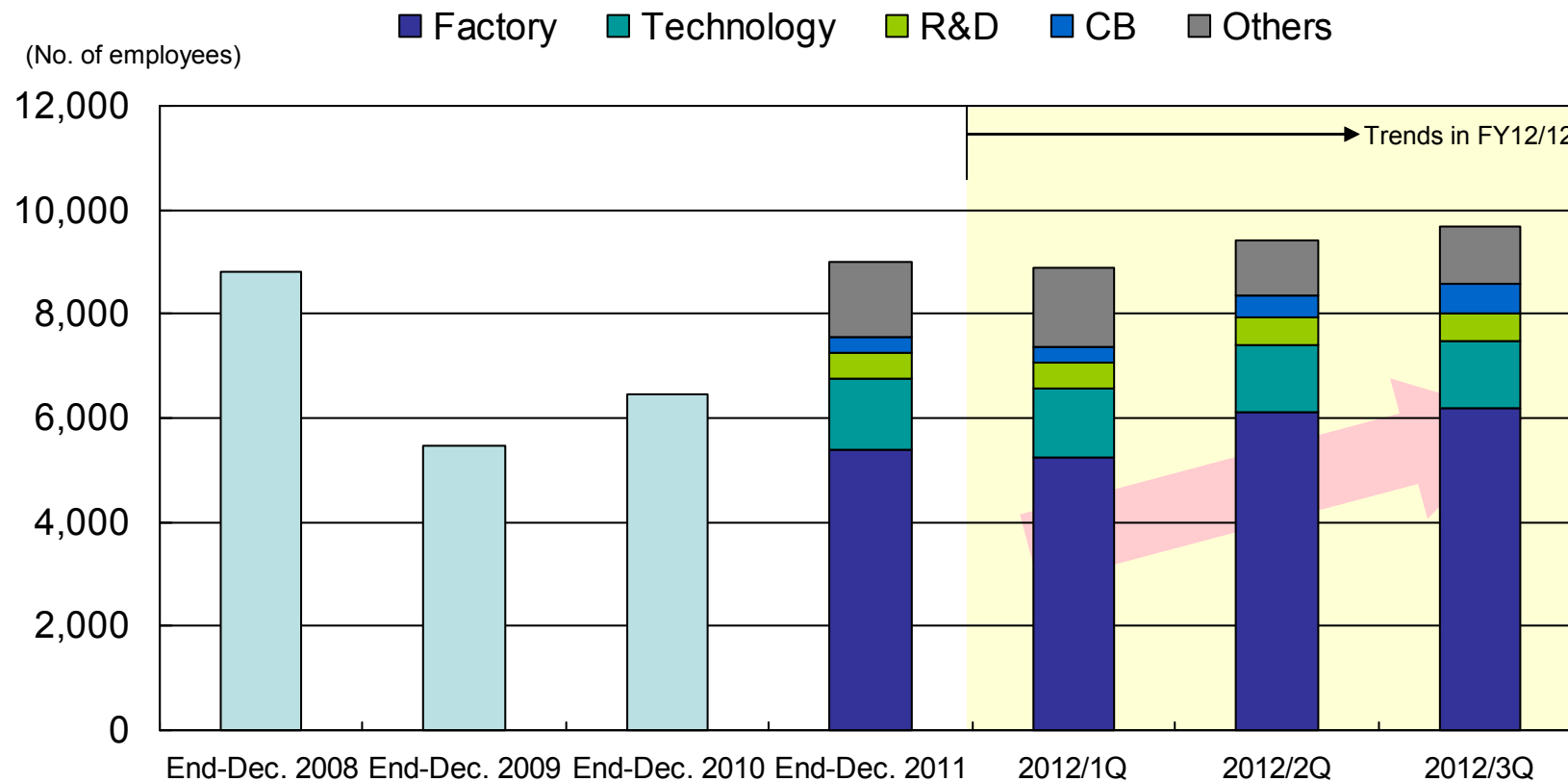
- Substantial growth in the dispatch of sales staff involved in fashion business
- In the Administrative contract business, the contract business in Fukushima Prefecture remained strong
- Other affiliate subsidiaries were also profitable resulting in substantial increases in sales and profit as a whole



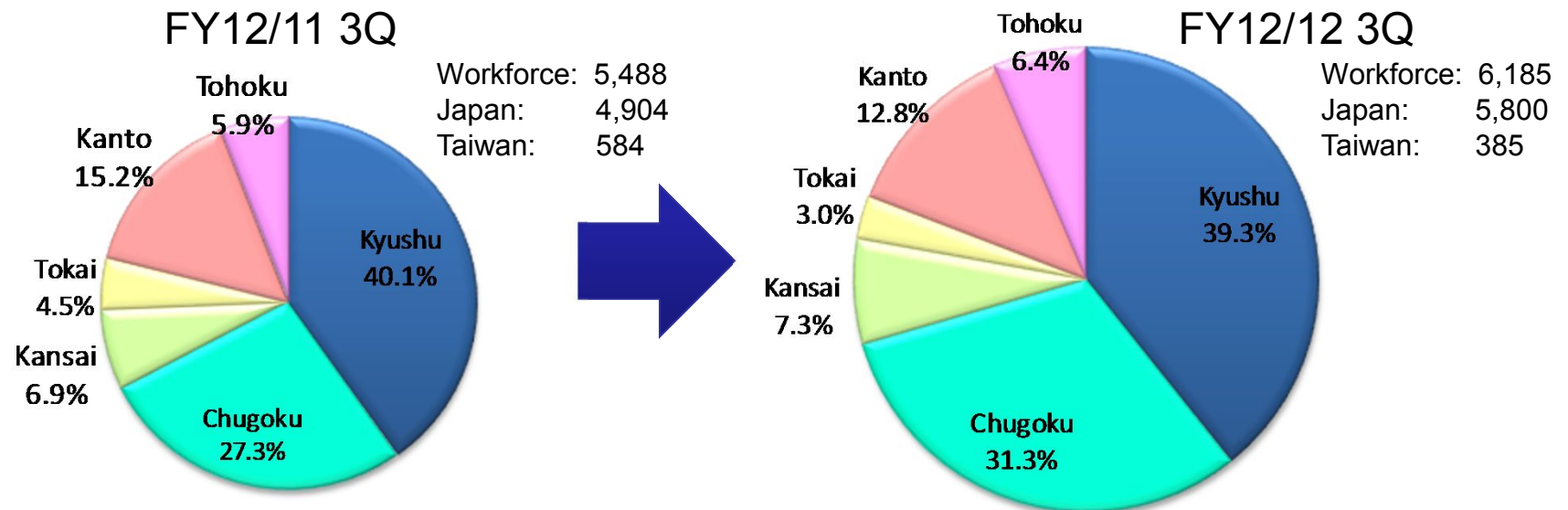
*Head office cost excluded

Human Resources Education Business Highlights: Number of Employees

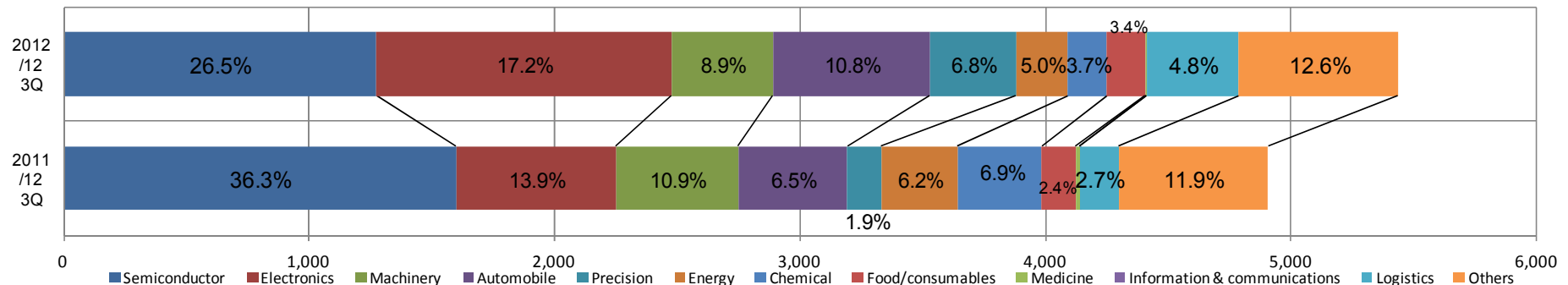
- 11,585 employees in the Human resources education business at the end of Aug. 2008 (just before the Lehman Shock)
- The number of employees in the Human resources education business recovered to 9,670 people at the end of Sept. 2012 (Total on consolidated basis: 10,182 employees)



Factory Business Highlights: Percentages by Region and by Category of Business

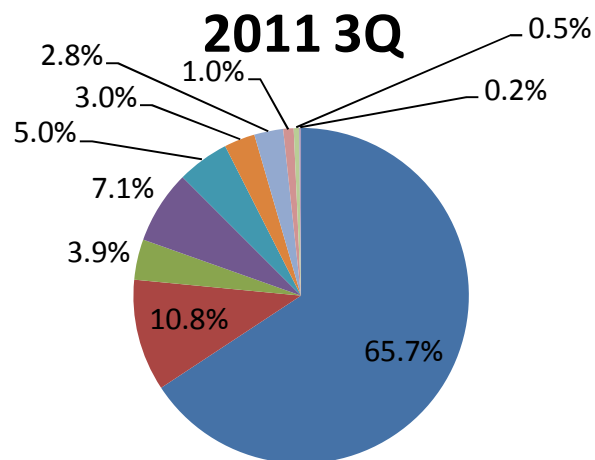


- ↑ Logistics field grew in Kyushu, smartphone-related electrical and electronics field grew in Chugoku and automotive field grew in Kansai, automotive and food fields grew in Kanto and mainly automotive field grew in Tohoku
- ↓ Percentages of semiconductor field and environmental energy field in Kyushu and Chugoku dropped, and percentage in the field of machinery in Tokai dropped

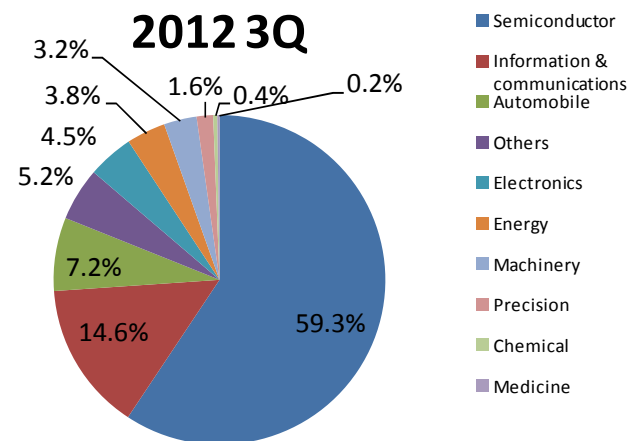


- ↑ Growth in the automotive, electrical and electronics, precision equipment and logistics fields
- ↓ Semiconductor, machinery and environmental energy fields scaled down

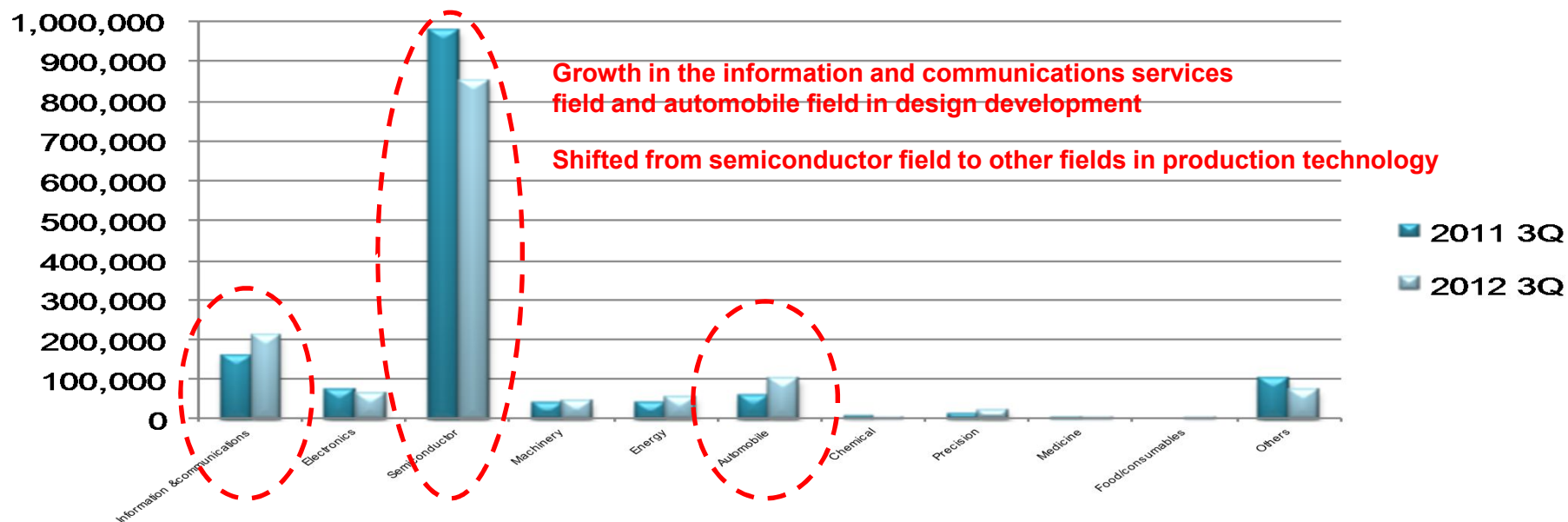
Technology Business Highlights: No. of Workforce and Sales by Category of Business



Workforce: 1,329 persons
(Production technology 910; design development 419)

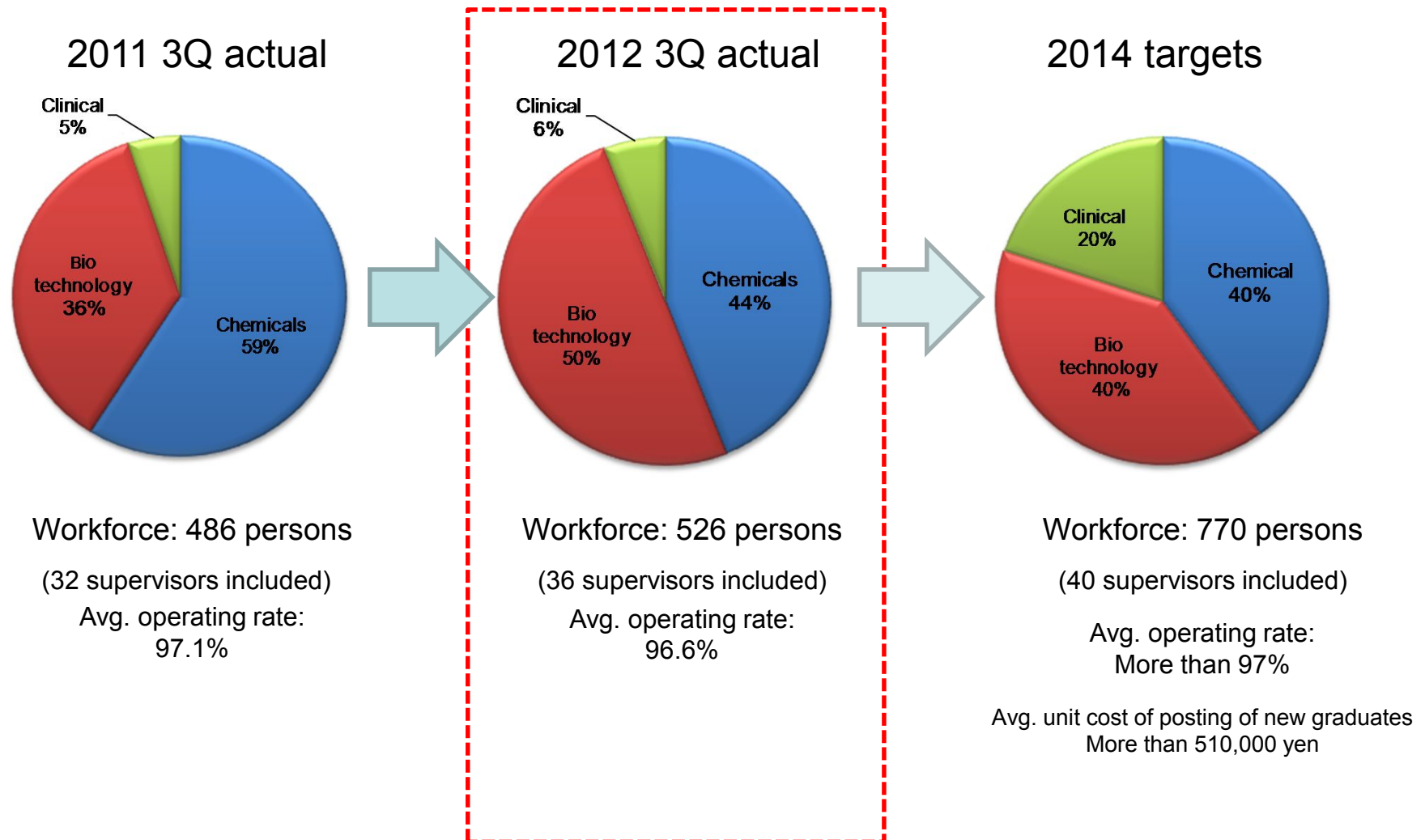


Workforce: 1,308 persons
(Production technology 772; design development 536)



R&D Business Highlights: Rate, Workforce and Operating Rate by Area

Of the personnel in FY2012 3Q, specialized worker dispatching accounted for 95% and general worker dispatching account (0% for general worker dispatching in FY11/3Q)



Human Resources Education Business Highlights: Recent Topics M&A

- Converted DOT International into a subsidiary (Nov. 1, 2012)
 - CRO (Clinical Research Outsourcing) specialists (has own CRA education system)
 - Substantial synergy effect in R&D business
 - FY10/11: Net sales of 670 million yen, ordinary income of 240 million yen, net assets of 340 million yen



DOT's business activities

■ Operation of clinical trials and clinical studies

■ Specialized dispatching of monitors

■ Data management, statistical analysis

■ Medical writing

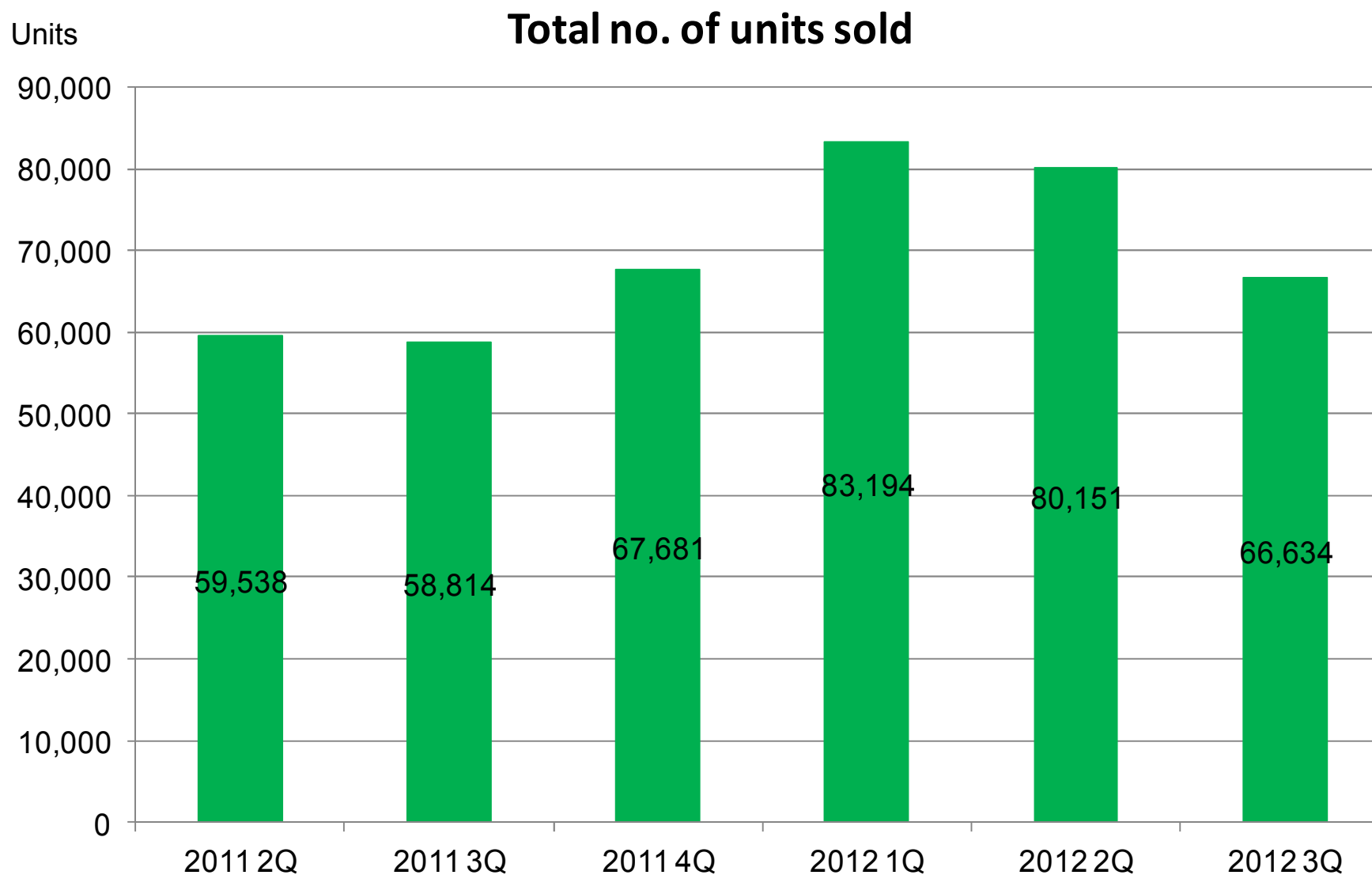
■ Clinical trial consulting

■ CRA training and development

■ Support for researches, etc. after manufacture and sales (drug use results survey, specific drug use results survey)



Information Technology & Telecommunications Business Highlights: Total No. of Mobile Phones and Smartphones Sold



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

Real Estate Business Highlights: Brisk Sales of Residential Series

Fiscal 2012 completion and posting of sales: 4 buildings/177 units

- Residential Shinagawa-Nakanobu Shinagawa-ku, Tokyo 42 units Feb. 2012 completion Contracts signed 41 units Delivered 40 units
- Residential Ohanajaya: Katsushika-ku, Tokyo 67 units Mar. 2012 completion Contracts signed 67 units (sold out) Delivered 62 units
- Residential Monzennakacho: Koto-ku, Tokyo 24 units Jul. 2012 completion Contracts signed 24 units (sold out) Delivered 20 units
- Residential Kanamachi: Katsushika-ku, Tokyo 44 units Sept. 2012 completion Contracts signed 35 units Delivered 31 units

Residential Ohanajaya



Residential Monzennakacho



Residential Kanamachi



Residential Shinagawa-Nakanobu



Contract rate
at the end of 2Q

75.8%



Contract rate
at the end of 3Q

94.3%

3. FY2012 Business Forecasts

Summary of FY2012 Consolidated Business Forecasts **No Change from the Initial Forecasts**

- Growth in sales of Human resources education business and improvement in profit margin due to prior investment recovery
- Improvement in profit margin of Information technology & telecommunications business
- Contribution of profitable Real estate business

(Consolidated) (Million yen)	FY12/11 actual	FY12/12 plan	YoY change	
			Change	Pct. change
Net sales	37,892	49,611	11,718	30.9%
Operating income	588	1,361	773	131.6%
Operating margin	1.5%	2.7%	—	—
Ordinary income	678	1,306	628	92.7%
Ordinary income margin	1.7%	2.6%	—	—
Net income	214	645	431	201.4%
Net income margin	0.5%	1.3%	—	—

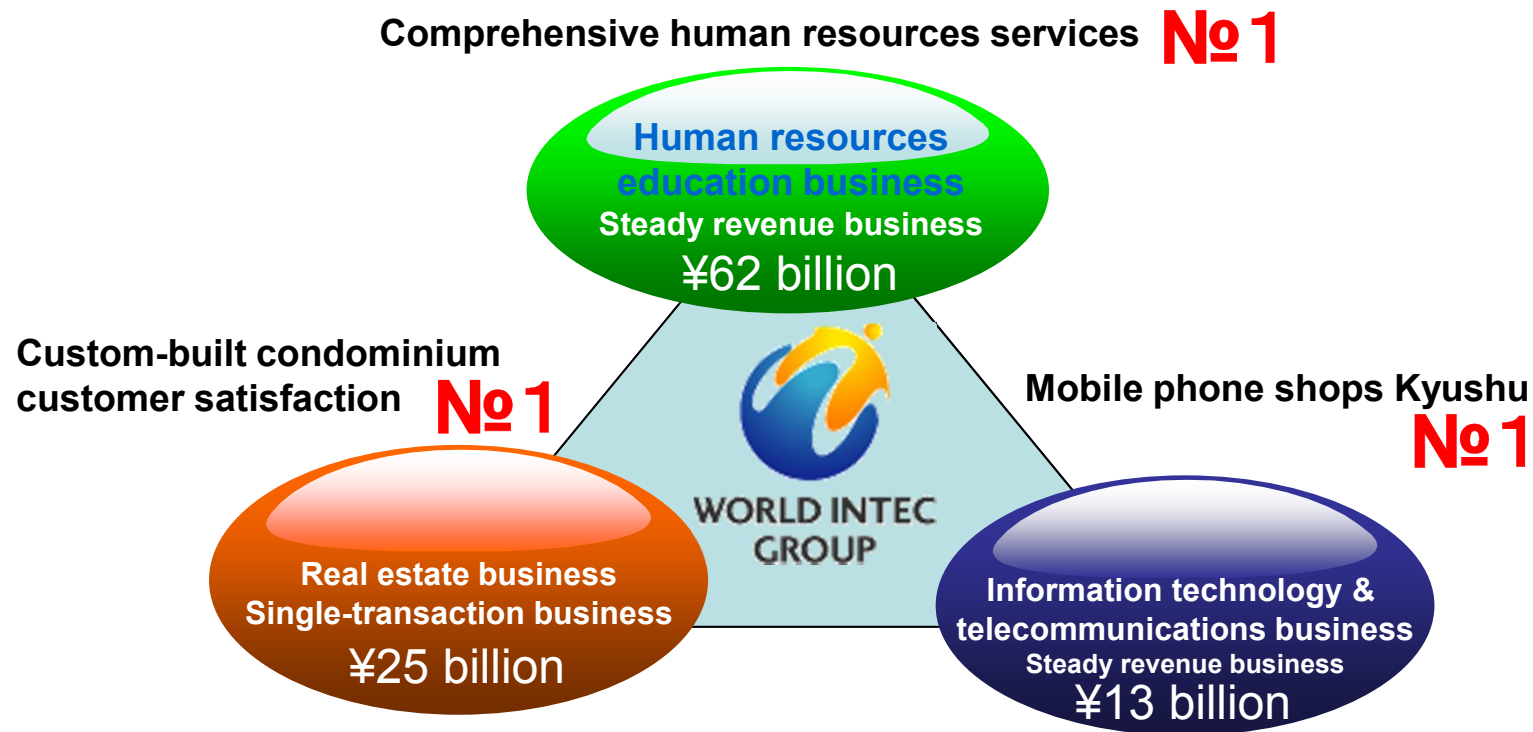
Summary of FY2012 Business Forecasts by Segment

(Million yen)		FY11/12	FY12/12 forecast	YoY	
				Change	Pct. change
Factory business	Net sales	15,722	20,120	4,398	28.0%
	Segment income	596	1,026	430	72.1%
	Profit margin	3.7%	5.1%	—	—
Technology business	Net sales	5,982	6,286	303	5.1%
	Segment income	327	405	78	23.8%
	Profit margin	5.5%	6.4%	—	—
R&D business	Net sales	2,502	3,250	747	29.9%
	Segment income	241	278	37	15.4%
	Profit margin	9.6%	8.6%	—	—
Information technology & telecommunications business	Net sales	9,176	8,950	△226	△2.5%
	Segment income	213	270	56	26.7%
	Profit margin	2.3%	3.0%	—	—
Real estate business	Net sales	1,514	7,769	6,254	412.9%
	Segment income	△75	165	240	—
	Profit margin	△4.9%	2.1%	—	—
Others	Net sales	2,994	3,235	240	8.0%
	Segment income	157	204	46	29.5%
	Profit margin	5.2%	6.3%	—	—
Total	Net sales	37,892	49,611	11,719	30.9%
	Elimination or corporate	△873	△988		-
	Operating income	588	1,361	773	131.6%
	Profit margin	1.5%	2.7%	—	—

4. Medium-term Management Plan

Aiming to Become a Company with Sales of 100 Billion Yen!!

World Intec, in order to “empower people through work” with the times, will develop human resources, provide places to work and provide services through its three core businesses. With this, the company will build strong financial base and revenue base to return profits to stakeholders and contribute to society.



Growth Scenario:

- World Intec will focus on 3 core businesses to aim for sustainable growth without being affected by external environment that much. The company will aim for net sales of 100 billion yen and operating income of 5 billion yen (profit margin of 5%) in FY12/16.
 - World Intec will aim to accumulate steady revenues in the Human resources business and in the customer base of a broad range of industries, the company will aim to raise the ratios of Technical department and R&D department with high needs, expand the size and improve profit margin as well as maintain high operating rate of human resources by focusing on attracting industries with high demand.
 - In the Information technology & telecommunications business, World Intec will accumulate steady revenues through the spread of new communication equipment including smartphones and tablets using Kyushu's No.1 shop network.
 - In the Real estates business, World Intec will aim to stably supply 500 units of highly in-demand condominiums in Tokyo area and 200 units in Tohoku (reconstruction demand) with a goal of a profit margin of 10%.

Medium-Term Management Plan Basic Financial Indicators

FY12/16

Aiming to Become a Company with Sales of 100 Billion Yen!!

Net sales

- ¥100 billion

Human resources
education business ¥62 billion
Information technology &
telecommunications business ¥13 billion
Real estate business ¥25 billion

FY12/12 Forecast
of about ¥50
billion

Operating
income

- ¥5 billion

Operating margin More than 5%

FY12/12 Forecast
of about
¥1.36 billion
(2.7%)

ROE

Return On Equity

- More than 20%

FY12/11
5.8%

Shareholders'
equity ratio

- More than 25%

FY12/12 2Q
17.1%

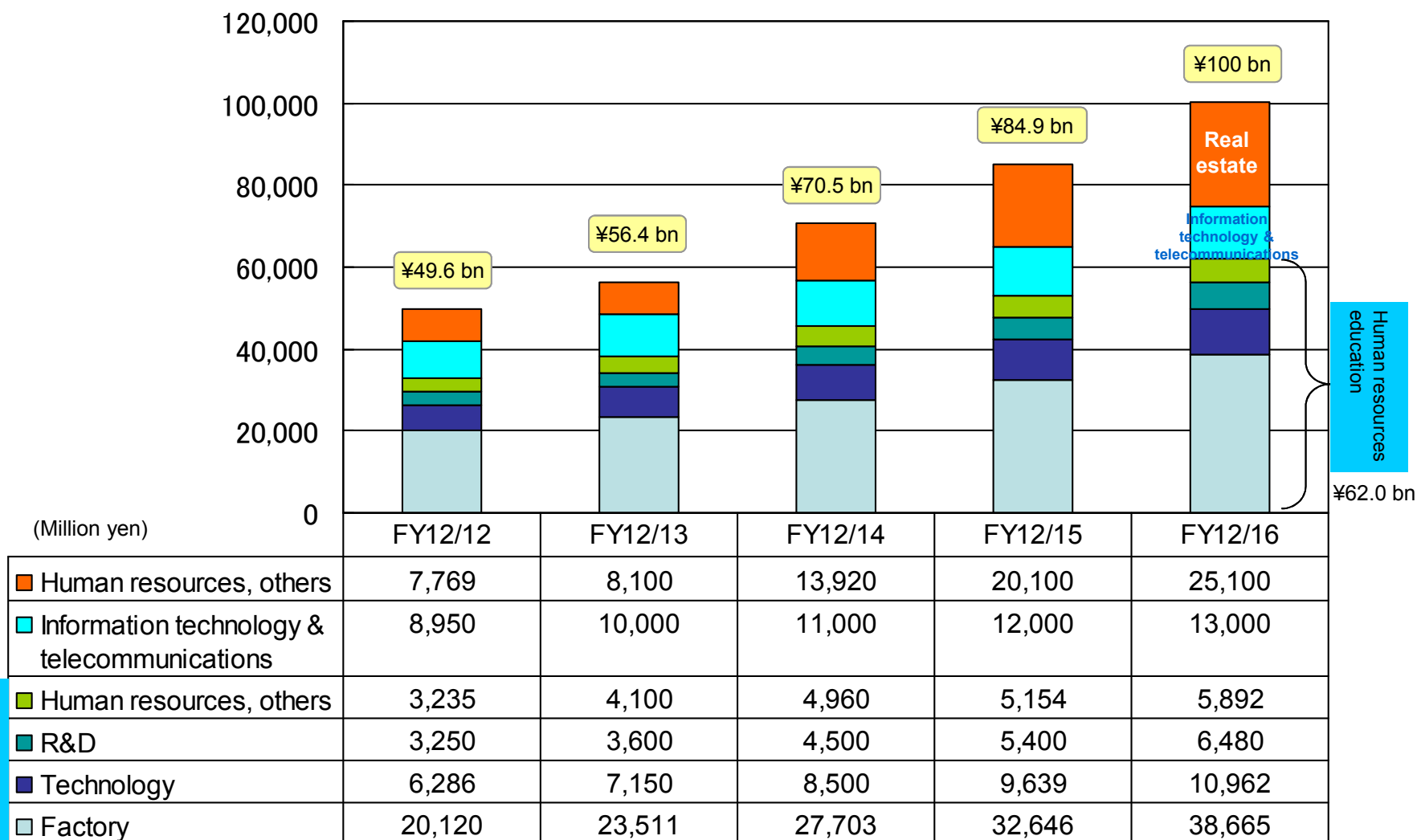
Dividend
policy

- Dividend payout ratio of
more than 20%

FY12/11 ¥4.50 not
based on
payout ratio

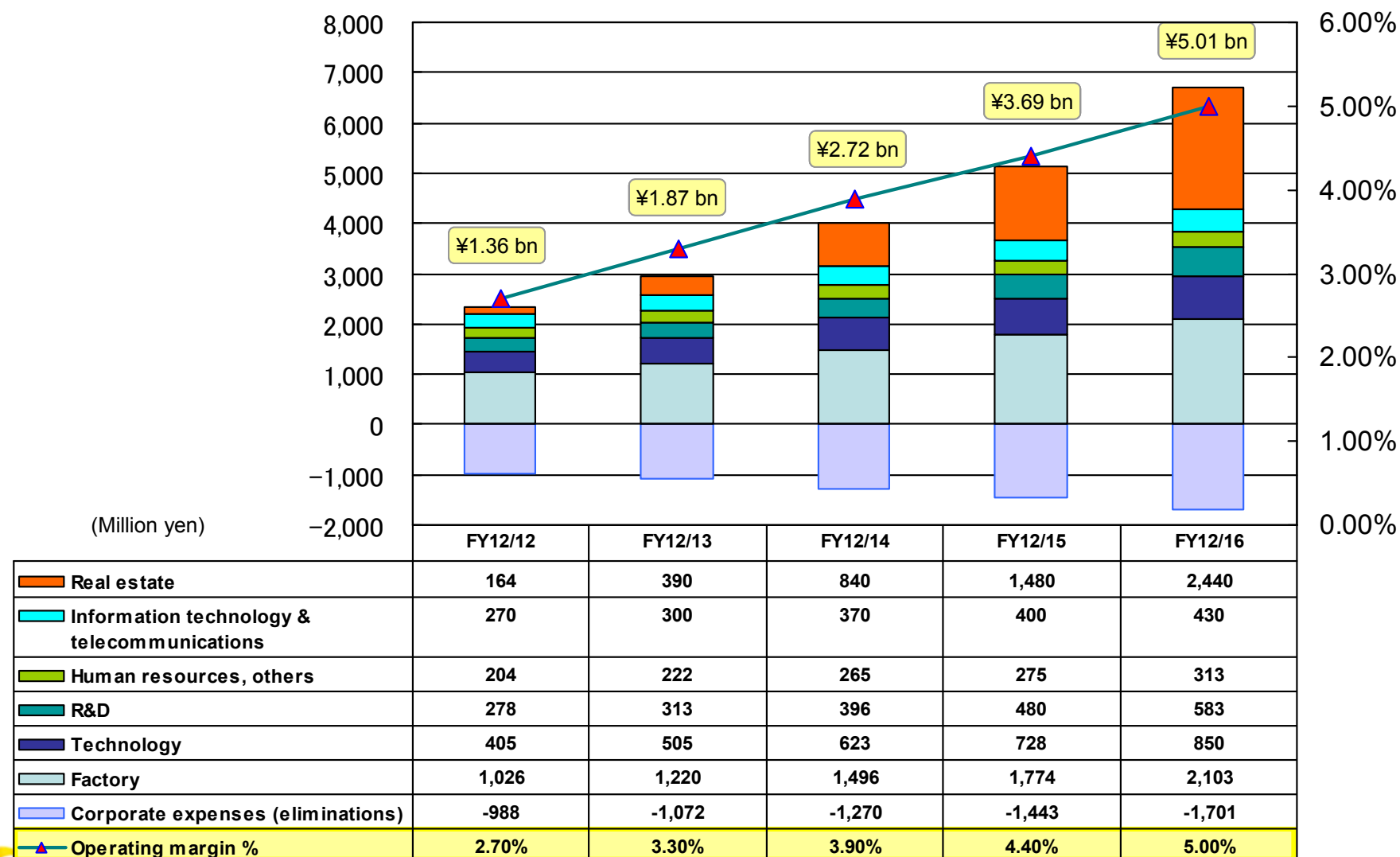
Five-Year Earnings Plan: Net Sales

Double sales!



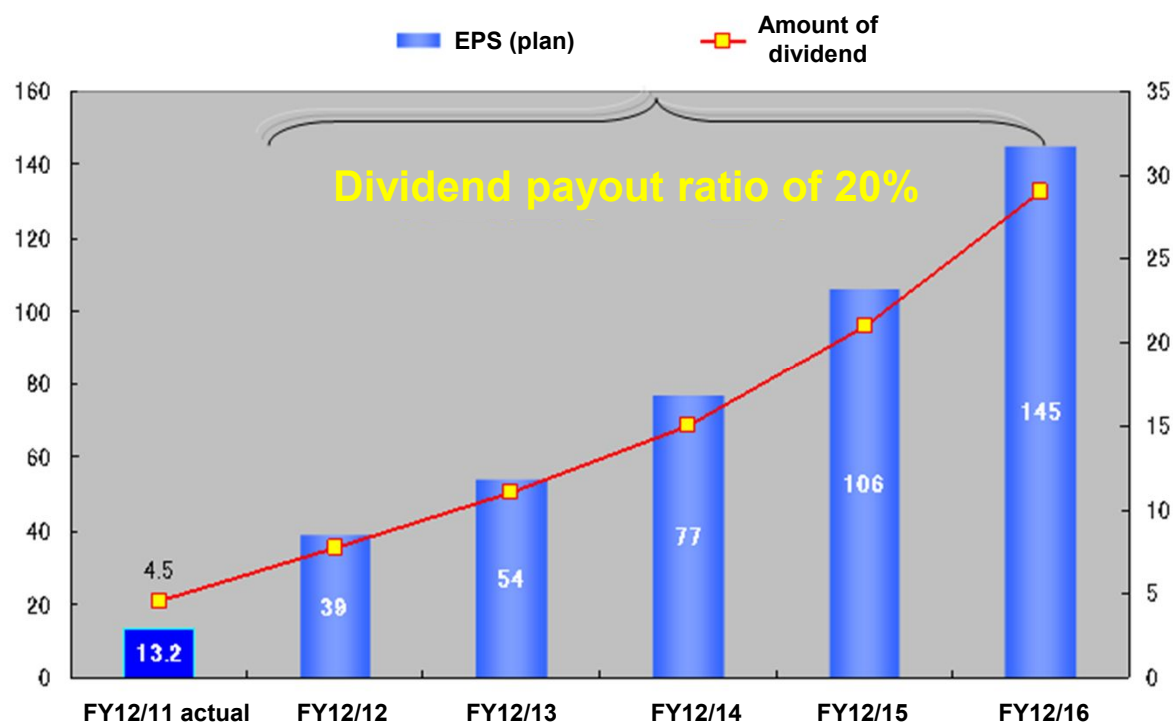
Five-Year Earnings Plan: Operating Income

- Add profit from single-transaction in the Real estate business to accumulated steady revenues in the Human resources and Information technology & telecommunications businesses



Dividends

- Dividend payout ratio: Based on a dividend payout ratio of 20% from FY12/12



- Others

- Acquisition of treasury stock: From Aug. 29, 2012 to Feb. 28, 2013
 - Treasury stock at the end of FY12/11: 496,351 shares; no. of shares acquired: 110,000 shares (as of end-Oct. 2012)
 - Plan to use for the stock swap to convert DOT into a wholly owned subsidiary (announced on Nov. 1, 2012)

For more information

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