

FY2013 First Quarter Supplementary Information



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

CONTENTS

- I. Summary of FY2013 First Quarter Financial Results**
- II. Segment Highlights**
- III. FY2013 Business Forecasts**

Management Style and Group Philosophy

- **Conservative** and **steady management**: Strong financial base (debt-free management until the launch of Real estate business)

To be a group that will never collapse

- Building of a group to stand any changes in external environment



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



WORLD INTEC GROUP

Real estate business

World Residential Co., Ltd.

- Condominium business
- Condominium management business
- Contract selling business

Nichimo Real Estate Co, Ltd.

- Contract selling business
- Selling agency
- Real estate consulting business

World Resiselling Co., Ltd.

- Selling agency
- Contract selling business

World iCity Co., Ltd.

- Condominium business
- 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



DOT International Co., Ltd.

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.

WORLD INTEC GROUP

Overseas business

WORLD INTEC SHANGHAI CO., LTD.

(non-consolidated)

- Comprehensive human resources service
- Education consulting



WORLD INTEC

I. Summary of FY2013 First Quarter Financial Results

FY2013 First Quarter Summary

First quarter performance was as expected. We promoted up-front investment aimed at the second quarter onwards.

	FY12/1Q actual	FY13/1Q actual	YoY		FY13 1Q-2Q forecast*	Progress rate vs. 2Q forecast
			Change	Pct. change		
Net sales	11,957	11,731	Δ226	Δ1.9	26,824	43.7
Operating income	118	93	Δ24	Δ21.1	608	15.3
Ordinary income	103	104	0	0.6	580	17.9
Net income/loss	64	Δ6	Δ70	-	178	Δ3.4

Million yen, %

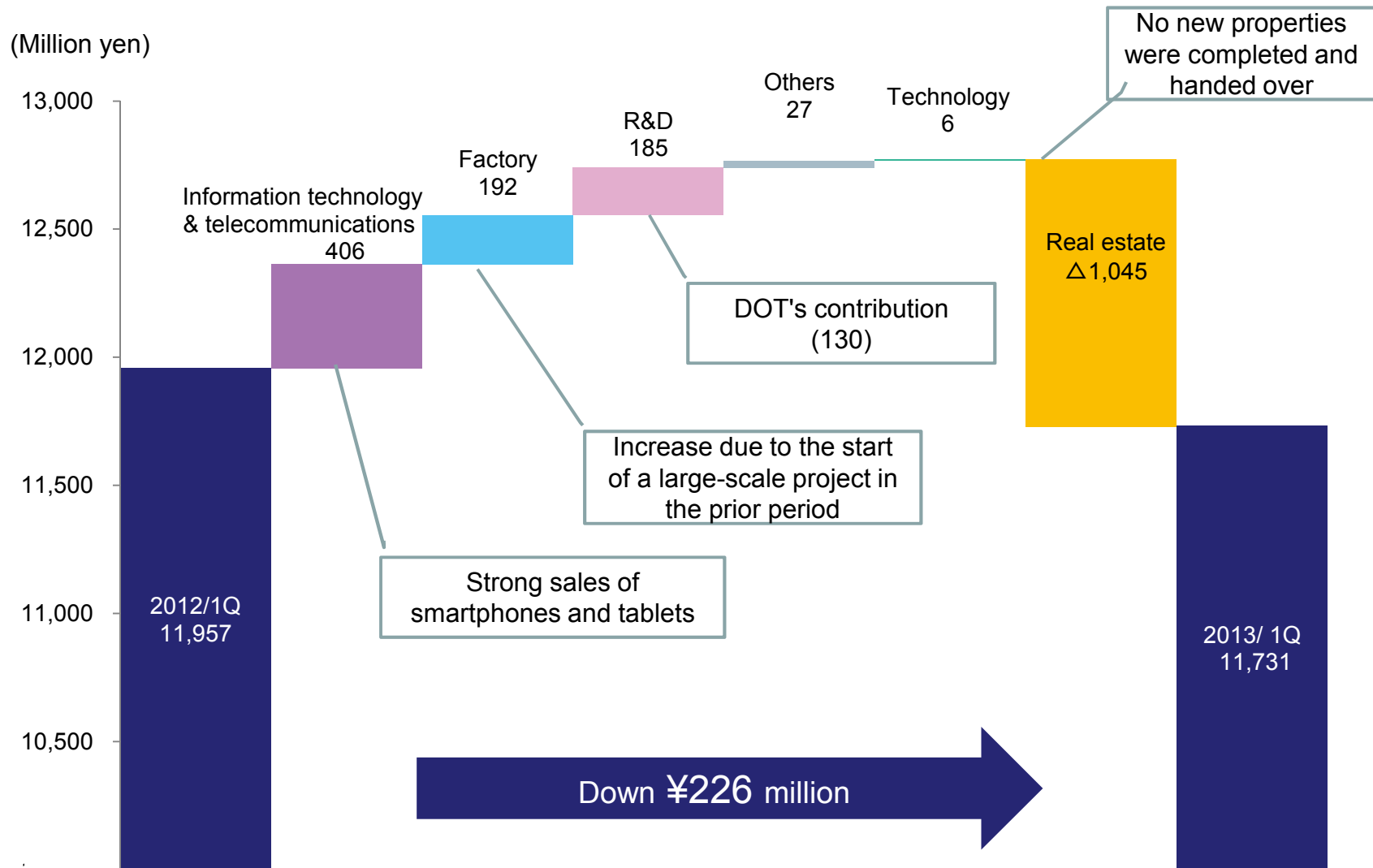
*Announced on February 12, 2013

- Net sales decreased 1.9% in the real estate business as no new properties were completed and handed over
- Operating income decreased 21.1% due to advanced payments for sales promotion expenses for the real estate business
- Although ordinary income increased, a net loss was posted due to increases in income taxes and minority interests

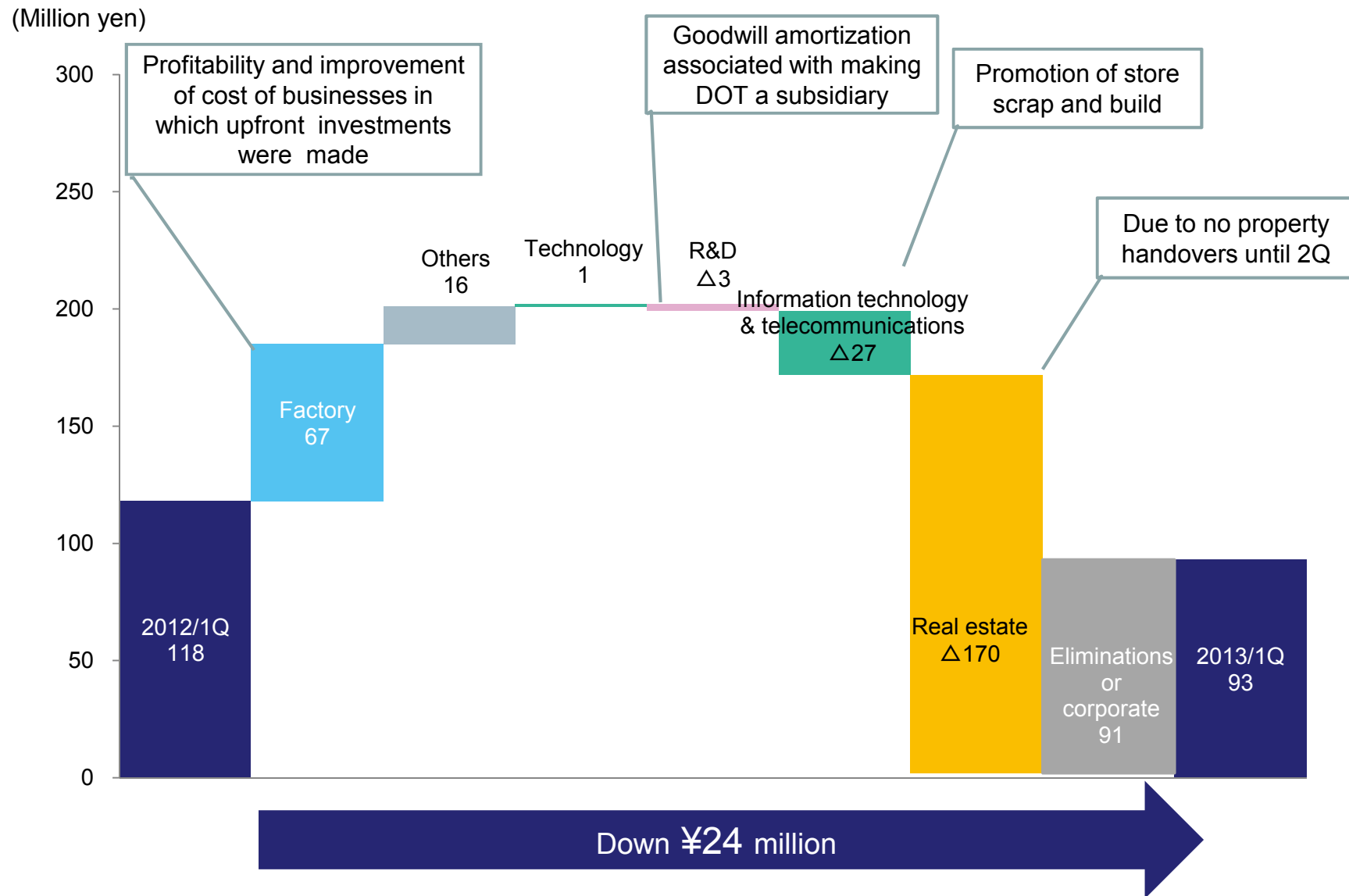
Business Summary by Segment

		Unit: million yen, %					Million yen, %	
		FY12/1Q actual	FY13/1Q actual	YoY		FY13 1Q-2Q forecast	Progress rate vs. FY13 1Q-2Q forecast	
				Change	Pct. change			
Factory business	Net sales	4,023	4,216	192	4.8	9,241	45.6%	
	Segment income	29	97	67	226.8	283	34.3%	
	Profit margin	0.7%	2.3%	—	—	3.1%		
Technology business	Net sales	1,528	1,534	6	0.4	3,219	47.7%	
	Segment income	76	77	1	2.2	200	38.5%	
	Profit margin	5.0%	5.0%	—	—	6.2%		
R&D business	Net sales	694	880	185	26.8	1,884	46.7%	
	Segment income	62	58	△3	△ 5.4	110	52.7%	
	Profit margin	8.9%	6.6%	—	—	5.8%		
Information technology & telecommunications business	Net sales	2,926	3,332	406	13.9	5,706	58.4%	
	Segment income	109	82	△27	△ 25.3	183	44.8%	
	Profit margin	3.8%	2.5%	—	—	3.2%		
Real estate business	Net sales	1,232	186	△1,045	△ 84.9	4,474	4.2%	
	Segment income	42	△128	△170	—	288	-	
	Profit margin	3.4%	-	—	—	6.4%		
Others	Net sales	1,553	1,581	27	1.8	2,297	68.8%	
	Segment income	93	109	16	17.8	83	131.3%	
	Profit margin	6.0%	6.9%	—	—	3.6%		
Total	Net sales	11,957	11,731	△226	△ 1.9	26,824	43.7%	
	Elimination or corporate	△295	△204	—	—	△540	-	
	Operating income	118	93	△24	△ 21.1	608	15.3%	
	Operating margin	1.0%	0.8%	—	—	2.3%	-	

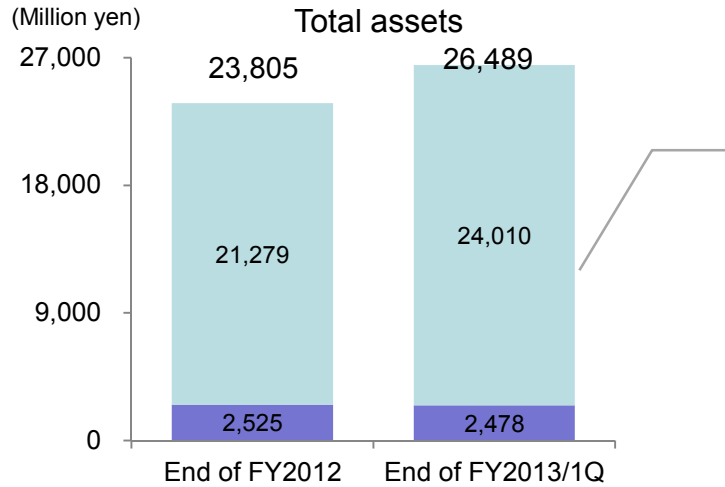
Changes in Net Sales by Segment



Changes in Operating Income by Segment



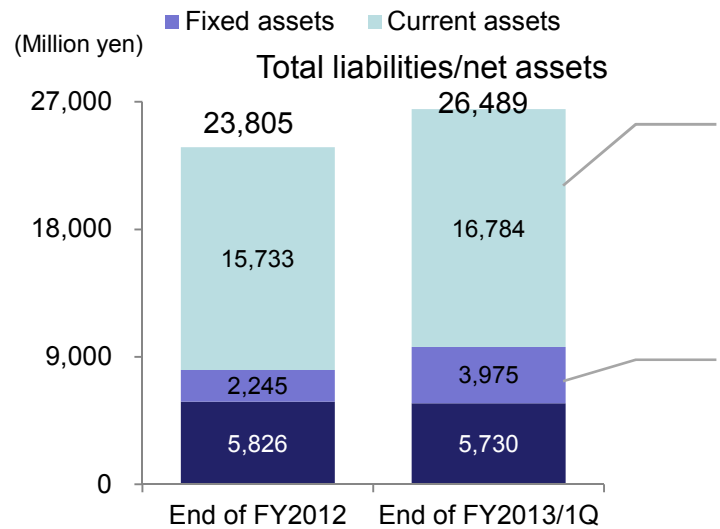
Financial Condition B/S



Current assets

- Real estate for sale in process 13,215 (+3,161)

Acquisition of land for new PJ and increase in construction in process



Current liabilities

- Short-term debt 9,916 (+529) Funds for purchase of real estate for sale

Fixed liabilities

- Long-term debt 3,515 (+1,711) Funds for purchase of real estate for sale

■ Net assets ■ Fixed liabilities ■ Current liabilities

II. Segment Highlights

Segment Overview Summary



Human resources and education business

Sales/profits up

As for the Factory business, businesses in which up-front investments were made in the prior period became profitable and improved cost rates. Absorbed investments for 2Q onwards.

The Technology business results were almost as planned.

In the R&D business, sales for part of a PJ for CRO contracts, which was initially to be recorded in May sales, was brought forward to March and contributed to increased profits.

Information technology & telecommunications business

Sales up/profits down

Although sales increased, profits decreased due to up-front investments for store renovations, etc.

Real estate business

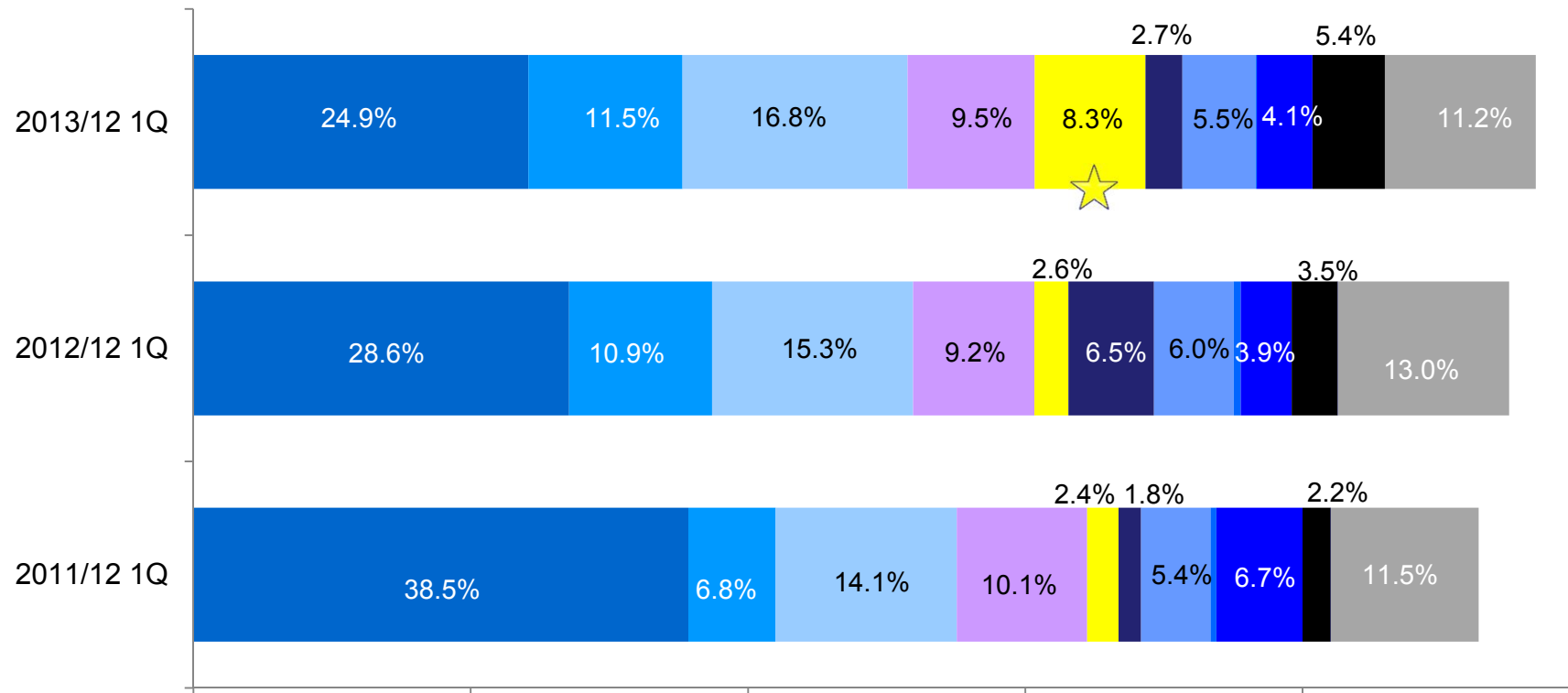
Sales /profits down

Concluded delivery of one property in stock that was completed in the prior period.

In 1Q no new properties were completed and handed over. Although sales and profits declined year over year, losses were curbed due to a shift in the timing for expenditure of selling expenses following revision of sales plans for properties to be accounted for in the next period.

Changes in Percentage of Sales by Category in the Factory Business

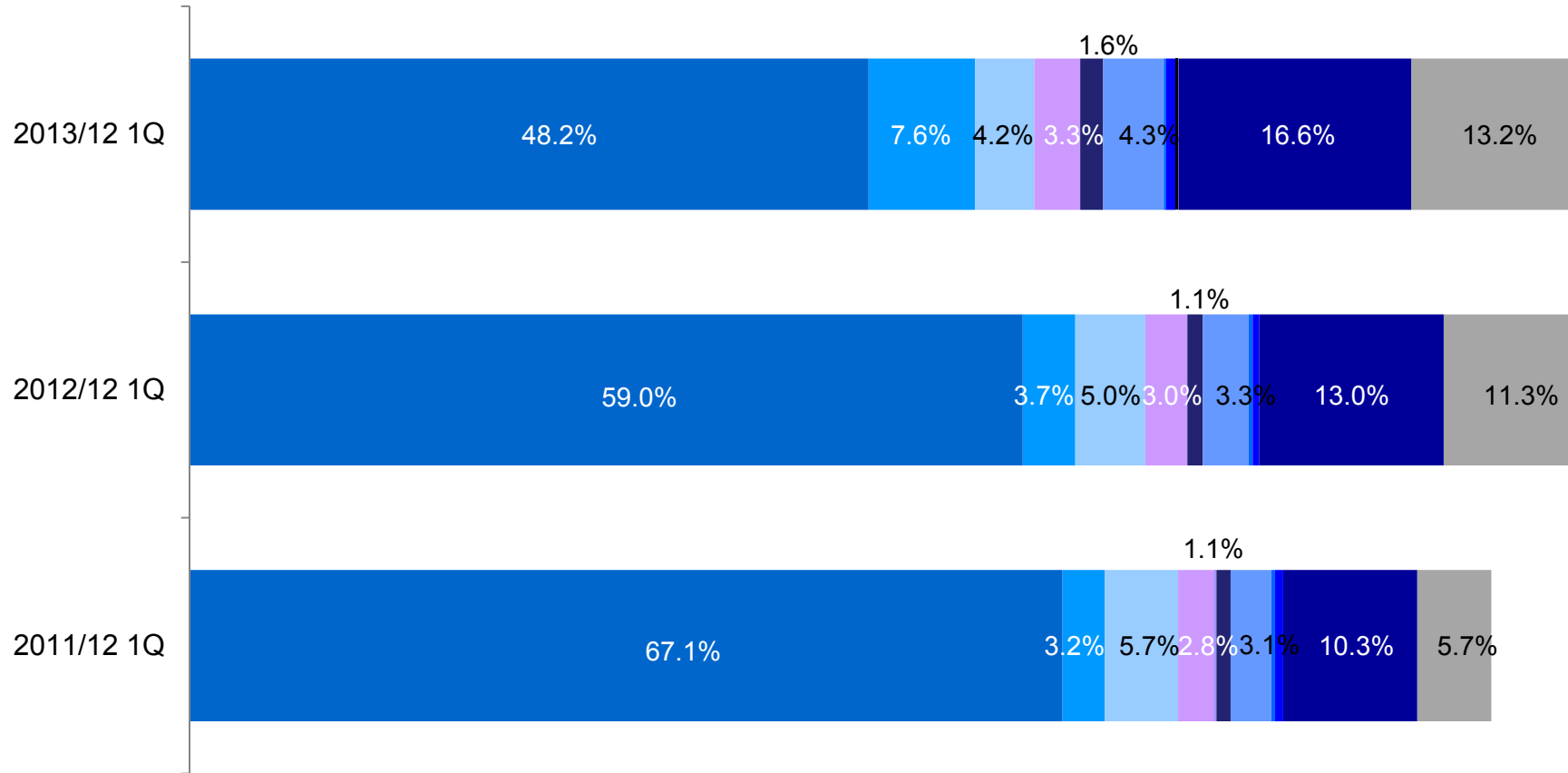
There has been a shift from the semi-conductor field, along with advancing development of the logistics field



- ★ Semiconductors
- Automobiles
- Electrical & electronics
- Machinery
- ★ Logistics
- Precision equipment
- Environment & energy
- Pharmaceuticals
- Chemicals
- Food & consumables
- IT & telecommunications services
- Others

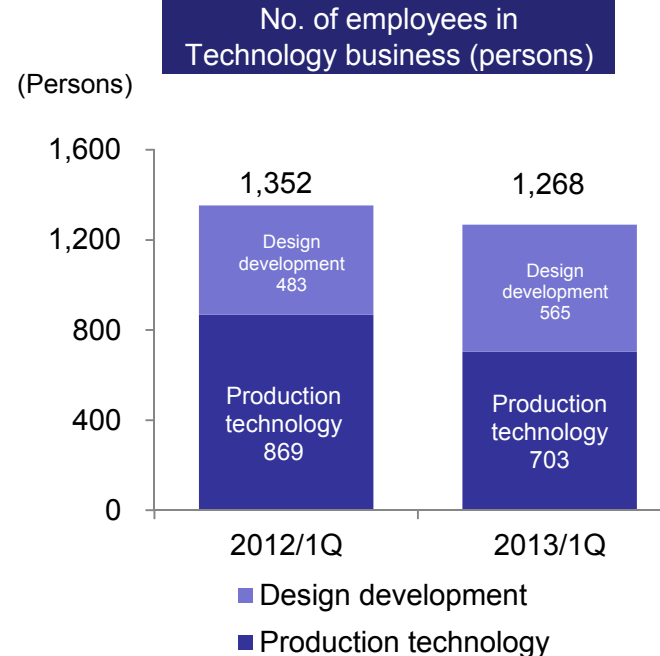
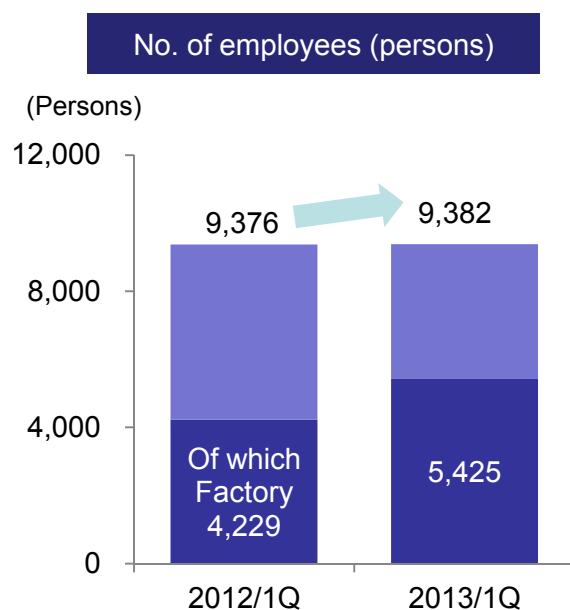
Changes in Percentage of Sales by Category in the Technology Business

There has been an advancing shift from semi-conductor production technology to design and development of automobiles and IT and telecommunications services



- Semiconductors
- Automobiles
- Electrical & electronics
- Machinery
- Logistics
- Precision equipment
- Environment & energy
- Pharmaceuticals
- Chemicals
- Food & consumables
- IT & telecommunications services
- Others

Human Resources and Education Business (Factory/Technology/R&D Businesses)



Factory business

Profitability and improvement of cost rates for large-scale projects that were in the start-up period at the same period of last year contributed to increased profit

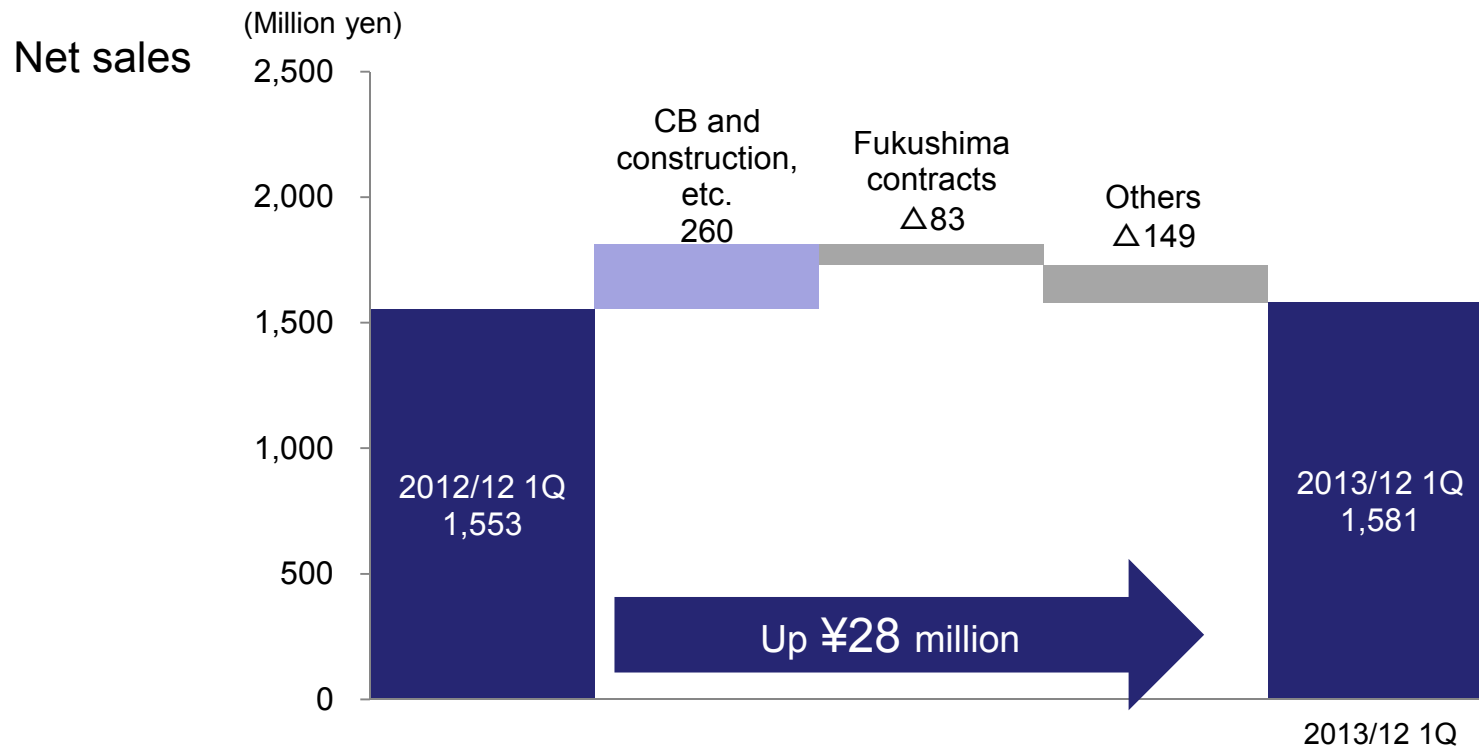
Technology business

Major customers shifted from semiconductor manufacturers' production technology field to design development field
Rising needs for information and telecommunications- or automobile-related engineers in the design development field

R&D business

Promoted mutual collaborative operations with the clinical research outsourcing specialist, DOT International, which was made into a subsidiary in November 2012

Human Resources and Education Business: Others



CB business

Steady growth in sales and profit due to selection and concentration with influential clients

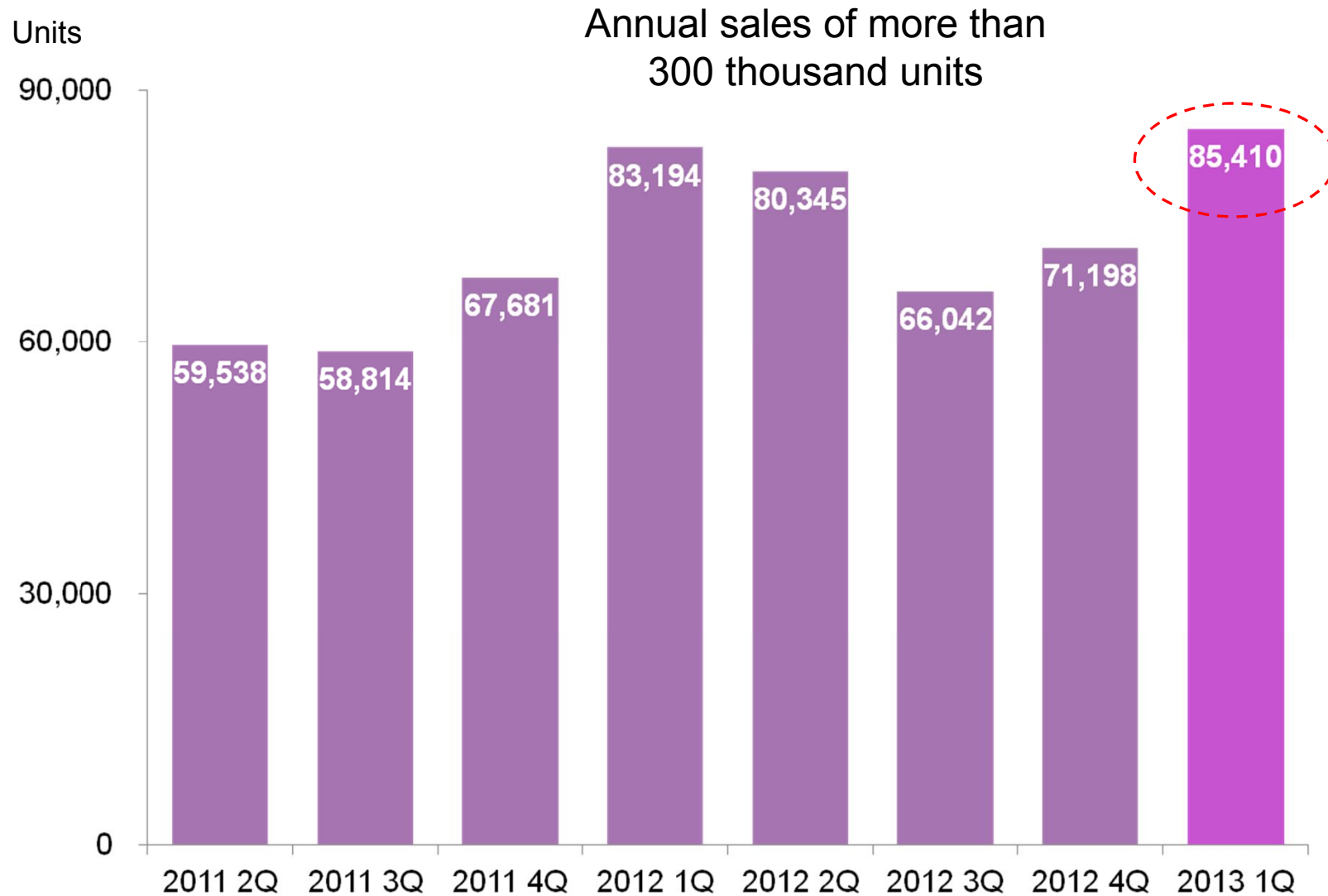
Administrative contract

Earthquake disaster rehabilitation- and reconstruction-related administrative contract business will continue after April

Geographic information of Kyushu

Steadily received orders for maintenance and digitalization of maps from the local government and regional companies

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



Real Estate Business

Promoted community-based business marketing and purchasing in light of business profitability

Purchasing
status

5 properties in the Tokyo metropolitan area: (Komazawa, Hamacho, Mukoujima, Mitaka, Oizumigakuen)
1 property in the Sendai area (26 blocks in Asutonagamachi)

Handover
status

1 unit of the company's own condominium (Residential Shinagawa Nakanobu)
60 units for contract selling (15 units in the Tokyo metropolitan area, 45 units in the Sendai area)

Progress
status

Steady progress with 91 units under contract
The progress rate for the company's own condominium properties was 65% of the current period plan, and for contract properties was 85%.

III. FY2013 Business Forecasts

Summary of FY2013 Business Forecasts

No changes from initial forecasts

Million yen, %

	FY12 actual	FY13 forecast	YoY		FY13 1Q-2Q forecast	FY13 3Q-4Q forecast
			Change	Pct. Change		
Net sales	53,007	56,487	3,480	6.6	26,824	29,662
Operating income	1,223	1,853	630	51.5	608	1,244
Ordinary income	1,290	1,793	503	39.0	580	1,213
Net income	658	712	54	8.2	178	534
EPS (yen)	40.3	42.4			10.6	31.8
Dividend per share (yen)	8.5	8.5			0.0	8.5

- In the Factory business, several new large contract projects will start up from 2Q
- In the Real Estate business. handover of two properties will commence in June of the current period
- Increases in sales and profits are forecast for the full-year as return of upfront investments will appear

FY2013 Business Forecasts by Segment

		FY12/12 actual	FY12/13 forecast	YoY		FY13/1Q~2Q forecast	FY13/3Q~4Q forecast
				Change	Pct. Change		
Factory business	Net sales	17,893	21,488	3,595	20.1	9,241	12,246
	Segment income	489	1,142	653	133.5	283	859
	Profit margin	2.7%	5.3%	—	—	3.1%	7.0%
Technology business	Net sales	6,197	7,201	1,004	16.2	3,219	3,982
	Segment income	356	573	217	61.0	200	373
	Profit margin	5.7%	8.0%	—	—	6.2%	9.4%
R&D business	Net sales	2,984	4,053	1,069	35.8	1,884	2,168
	Segment income	269	343	74	27.5	110	232
	Profit margin	9.0%	8.5%	—	—	8.5%	13.0%
Information technology & telecommunica tions business	Net sales	11,658	11,000	△658	△ 5.6	5,706	5,293
	Segment income	408	300	△108	△ 26.5	183	116
	Profit margin	3.5%	2.7%	—	—	3.2%	2.2%
Real estate business	Net sales	8,794	8,215	△579	△ 6.6	4,474	3,740
	Segment income	462	390	△72	△ 15.6	288	102
	Profit margin	5.3%	4.7%	—	—	6.4%	2.7%
Others	Net sales	5,479	4,528	△951	△ 17.4	2,297	2,230
	Segment income	211	205	△6	△ 2.8	83	122
	Profit margin	3.9%	4.5%	—	—	3.6%	5.5%
Total	Net sales	53,007	56,487	3,480	6.6	26,824	29,662
	Elimination or corporate	△972	△1,202	—	—	△540	△561
	Operating income	1,223	1,853	630	51.5	608	1,244
	Operating margin	2.3%	3.3%	—	—	2.3%	4.2%

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

Measures from 2Q for Each Segment

Human Resources and Education

- Factory business: Turn a profit for new large-scale contract projects, including those in the fields of logistics, and electrical and electronics
- Technology business: Promote orders for sales related to information services and automobiles
- R&D business: Synergies are becoming apparent with DOT, which became a subsidiary last year

IT & Telecommunications

- Promote scrap & build of existing stores, and strengthen profitability improvements of stores

Real Estate

- Tokyo metropolitan area: Sales promotion for handover of 2 condominium properties in the current period (from June)
- Continue purchasing and community-based business activities that take into consideration business profitability

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	¥700 million (as of December 31, 2012)
Workforce	10,584 (consolidated/ as of December 31, 2012)
Locations	60 (consolidated/ as of December 31, 2012)
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.

For more information

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