

# ■ Consolidated Business Results for the First Half of the Fiscal Year Ending December 2018 (Jan. – Jun. 2018)

August 10, 2018

FULLCAST HOLDINGS CO., LTD. (4848)



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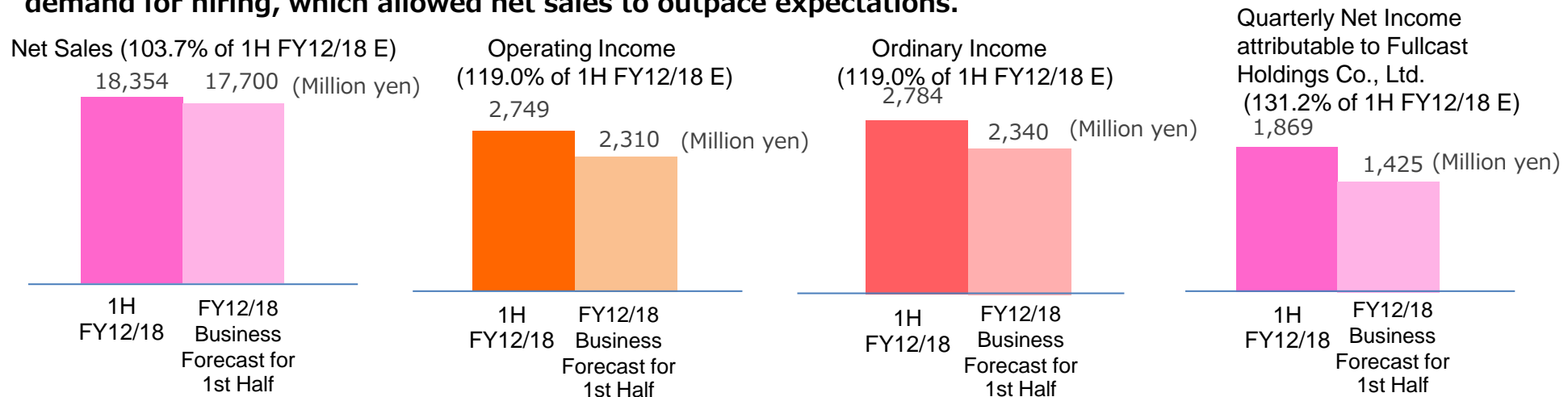
- In this document, the “Short-Term Operational Support Business” is referred to as “Short-Term”, and the “Sales Support Business” is referred to as “Sales” in some parts.
- We acquired the shares of BOD Co., Ltd. during the first quarter and now BOD Co., Ltd. is newly included in the scope of consolidation. The earnings of BOD Co., Ltd. are included in the “Short-Term Operational Support Business”.
- In the second quarter, BOD Co., Ltd. changed its settlement date to December 31; therefore, the settlement date is the same as the consolidated account settlement date. Financial statements were prepared based on a provisional settlement conducted by BOD Co., Ltd. as of the consolidated settlement date; therefore, this change does not have any impact on quarterly financial statements. The final day of the business year of other consolidated subsidiaries all match the consolidated account settlement date.
- From the fiscal year ending December 2018, the name of “Management” service has been changed to the “BPO” service.
- In this document, names of services are written in an abbreviated form; “Part-Time Worker Placement” service is referred to as “Placement”; and “Part-Time Worker Payroll Management”, “My Number Management”, “Year-End Tax Adjustment Management”, and BPO services by BOD Co., Ltd. are referred to as “BPO” in the “Short-Term Operational Support Business”, which were launched along with the implementation of the Revised Worker Dispatching Act on October 1, 2012. In addition, “Long-Term Dispatching” services with a contract period of 31 days or longer, which has been conducted after the implementation of the Revised Worker Dispatching Act, is referred to as “Dispatching.”

# ■ ■ 1H FY12/18 Summary of Business Performance

# 1H FY12/18 Summary of Business Performance


## Consolidated results exceeded business forecast for the first half of the fiscal year ending December 2018

- Consolidated business results for the first half of the fiscal year ending December 2018 surpassed each indicator in our consolidated business forecasts for this period, because of strong demand for hiring among client companies which exceeded expectations for short-term staffing needs throughout the first half and because the Fullcast Group secured its ability to supply sufficient human resources to satisfy strong client demand for hiring, which allowed net sales to outpace expectations.



## The full-year business forecast for the fiscal year ending December 2018 expected to be revised upward

- We will make upward revisions the full-year business forecast for the fiscal year ending December 2018 based on the assumption that our Company determines staffing needs among client companies will continue to exceed expectations in the third quarter and beyond, and because the Fullcast Group will be able to continue to supply sufficient human resources to satisfy strong client demand.
- Based on the revisions to our full-year business forecast, the year-end dividend forecast has been increased by 2 yen over previous dividend forecast to **16 yen per share**.



# **1H FY12/18 Difference Between Business Forecast and Financial Results, and Revision to Full-Year Business Forecast**

# 1H FY12/18 Difference Between Business Forecast and Financial Results

◆ Consolidated business results for the first half of the fiscal year ending December 2018 surpassed each indicator in our consolidated business forecasts for this period, because of strong demand for hiring among client companies which exceeded expectations for short-term staffing needs throughout the first half and because the Fullcast Group secured its ability to supply sufficient human resources to satisfy strong client demand for hiring, which allowed net sales to outpace expectations.

(Million yen)

|  | 1H FY12/18 | 1H FY12/18<br>Business forecast | Difference | Achievement rate |
|--|------------|---------------------------------|------------|------------------|
| Net Sales  | 18,354     | 17,700                          | 654        | 103.7%           |
| Gross Profit   | 7,936      | 7,760                           | 176        | 102.3%           |
| Operating Income   | 2,749      | 2,310                           | 439        | 119.0%           |
| Ordinary Income  | 2,784      | 2,340                           | 444        | 119.0%           |
| Quarterly Net Income attributable to Fullcast Holdings Co., Ltd. | 1,869      | 1,425                           | 444        | 131.2%           |

## FY12/18 Revision in the Full-year Business Forecast and Year-end Dividend Forecast

- ◆ We will make upward revisions the full-year business forecast for the fiscal year ending December 2018 based on the assumption that our Company determines staffing needs among client companies will continue to exceed expectations in the third quarter and beyond, and because the Fullcast Group will be able to continue to supply sufficient human resources to satisfy strong client demand.
- ◆ Based on the revisions to our full-year business forecast, the year-end dividend forecast has been increased by 2 yen over previous dividend forecast to **16 yen per share**.

(Million yen)

|   | Previously announced<br>forecast (A) | Revised forecast<br>(B) | Difference<br>(B-A) | Rate of change |
|---|--------------------------------------|-------------------------|---------------------|----------------|
| Net Sales   | 37,000                               | 37,780                  | 780                 | 2.1%           |
| Gross Profit  | 16,014                               | 16,272                  | 258                 | 1.6%           |
| Operating Income  | 5,000                                | 5,620                   | 620                 | 12.4%          |
| Ordinary Income   | 5,080                                | 5,700                   | 620                 | 12.2%          |
| Net Income attributable to Fullcast<br>Holdings Co., Ltd. | 3,185                                | 3,819                   | 634                 | 19.9%          |
| Net Income per share (yen)                                | 84.7                                 | 101.4                   | 16.7                | 19.7%          |
| Year-end Dividend Forecast                                |                                      |                         |                     |                |
| Dividend per share (yen)                                  | 14                                   | 16                      | 2                   | —              |
| (Reference)   |                                      |                         |                     |                |
| ROE   | 27.5%                                | 32.1%                   | —                   | 4.6PT          |
| Adjusted Net Income                                       | 3,259                                | 3,894                   | 635                 | 19.5%          |
| Adjusted Net Income per share (yen)                       | 86.7                                 | 103.4                   | 16.7                | 19.3%          |
| Adjusted ROE  | 28.1%                                | 32.7%                   | —                   | 4.6PT          |

\* "Adjusted Net Income" refers to net income attributable to Fullcast Holdings Co., Ltd. excluding the influence of income taxes-deferred arising from recording of deferred tax assets for deduction of loss carried forward.

\* "Adjusted Net Income per share (yen)" refers to net income per share calculated using adjusted net income.

\* "Adjusted ROE" refers to ROE calculated using adjusted net income.

## FY12/18 Revision in the Full-Year Business Forecast (Net Sales by Segments)

- ◆ We plan to grow profits by satisfying strong client demand and focusing on growth in the mainstay “Placement” and “BPO” services in the “Short-Term Operational Support Business”.

(Million yen)

|   |             | Previously announced<br>forecast (A) | Revised forecast<br>(B) | Difference<br>(B–A) | Rate of change |
|---|-------------|--------------------------------------|-------------------------|---------------------|----------------|
| Short-Term<br>Operational<br>Support Business | Net Sales   | 31,313                               | 32,375                  | 1,063               | 3.4%           |
|   | Placement   | 5,452                                | 5,579                   | 127                 | 2.3%           |
|   | BPO         | 5,377                                | 5,733                   | 356                 | 6.6%           |
|   | Dispatching | 17,270                               | 17,629                  | 359                 | 2.1%           |
|   | Outsourcing | 3,214                                | 3,434                   | 221                 | 6.9%           |
| Sales Support<br>Business                     | Net Sales   | 3,662                                | 3,336                   | △326                | △8.9%          |
| Security, Other<br>Businesses                 | Net Sales   | 2,026                                | 2,069                   | 43                  | 2.1%           |
| Consolidated                                  | Net Sales   | 37,000                               | 37,780                  | 780                 | 2.1%           |

➤ From the fiscal year ending December 2018, the name of “Management” service has been changed to the “BPO” service.



# 1H FY12/18 Consolidated Business Highlights (Jan. – Jun. 2018)

# Consolidated: 1H FY12/18 Year-On-Year Comparison

## 【Factors Behind the Change in Net Sales】

- ◆ Net sales **increased by 19.2%** year-on-year attributed mainly to higher sales of the existing mainstay services of “Placement” and “BPO” throughout the first half, in addition to growth in “BPO” from the inclusion of the results of BOD Co., Ltd. in the “Short-Term Operational Support Business”, a mainstay business.

## 【Factors Behind the Change in Operating Income】

- ◆ Operating income **increased by 29.2%** and operating income ratio **increased 1.2PT** year-on-year due mainly to an increase in sales in the “Short-Term Operational Support Business”.

### Net Sales

(Million yen)

↑ **19.2%**

15,394

18,354

1H FY12/17

1H FY12/18

### Operating Income

(Million yen)

↑ **29.2%**

2,128

Operating  
Income Ratio  
13.8%

1H FY12/17

2,749

Operating  
Income Ratio  
15.0%

1H FY12/18

# Consolidated: 1H FY12/18 Year-On-Year Comparison

- ◆ Ordinary income **increased by 29.8%** year-on-year on the back of growth in consolidated operating income.
- ◆ Quarterly net income attributable to Fullcast Holdings Co., Ltd. **increased by 21.1%** year-on-year because the tax burden in the current first half increased after the amount of loss carried forward was eliminated in the previous fiscal year and because a gain on step acquisitions of 167 million yen was posted in the previous first half.

(Million yen)

|  | 1H FY12/17 | 1H FY12/18 | Difference | Rate of change |
|--|------------|------------|------------|----------------|
| Net Sales  | 15,394     | 18,354     | 2,960      | 19.2%          |
| Gross Profit   | 6,127      | 7,936      | 1,809      | 29.5%          |
| SG&A expenses  | 4,000      | 5,187      | 1,187      | 29.7%          |
| Operating Income   | 2,128      | 2,749      | 622        | 29.2%          |
| Operating Income Ratio   | 13.8%      | 15.0%      | —          | 1.2PT          |
| Ordinary Income  | 2,144      | 2,784      | 640        | 29.8%          |
| Quarterly Net Income attributable to Fullcast Holdings Co., Ltd. | 1,543      | 1,869      | 326        | 21.1%          |

|  | 1H FY12/17 | 1H FY12/18 | Rate of change |
|--|------------|------------|----------------|
| Gross profit per 1 yen of personnel costs(yen) | 2.8        | 2.6        | △6.8%          |

- “Gross profit per yen of personnel costs” appears rounded off to the second decimal place.

- ◆ Gross profit per 1 yen of personnel costs, which is used as an indicator of the Group’s productivity, stood at 2.6 yen. This indicator exceeded results for the previous year when the impact of BOD Co., Ltd. becoming a new subsidiary during this fiscal year is excluded.

\* “Gain on step acquisitions” represents a gain not accompanying a transfer of cash that occurred because the revised market value of existing equity interest exceeding book value when turning F-PLAIN Corporation from an affiliate under the equity method to a consolidated subsidiary.

# 1H FY12/18 Segment Highlights Short-Term Operational Support Business Earnings (Jan. – Jun. 2018)

- BOD Co., Ltd., which belongs in the Short-Term Operational Support Business segment, changed its settlement date to December 31 during the first half, and as a result, it is now the same as the consolidated account settlement date. Financial statements were prepared based on a provisional settlement conducted by BOD Co., Ltd. as of the consolidated settlement date; therefore, this change does not have any impact on quarterly financial statements.

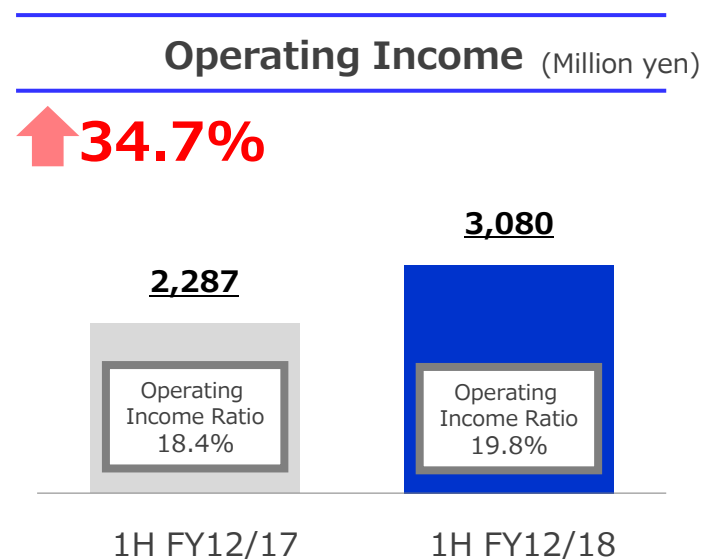
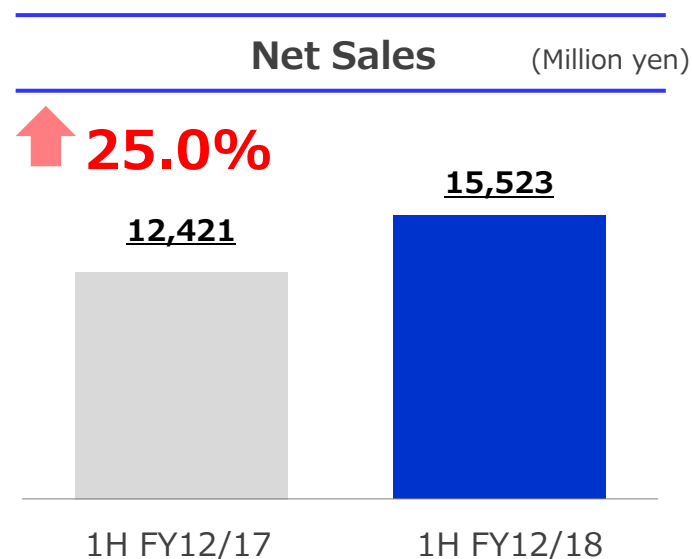
## Short-Term: 1H FY12/18 Year-on-Year Comparison

### [Factors Behind the Change in Net Sales]

- ◆ Net sales **increased by 25.0%** year-on-year due mainly to growth in “BPO” associated with the inclusion of the earnings of BOD Co., Ltd. and higher sales of the existing mainstay services of “Placement” and “BPO” amid a strong demand for hiring among client companies throughout the first half.

### [Factors Behind the Change in Operating Income]

- ◆ Operating income **increased by 34.7%** and operating income ratio **increased by 1.4PT** year-on-year due mainly to an increase in sales of existing mainstay services.



# Short-Term: 1H FY12/18 Year-On-Year Comparison (By Service Category)

|             | 1H FY12/17 | 1H FY12/18 | Difference | Rate of change |
|-------------|------------|------------|------------|----------------|
| Net Sales   | 12,421     | 15,523     | 3,103      | 25.0%          |
| Placement   | 2,231      | 2,645      | 414        | 18.6%          |
| BPO         | 1,384      | 2,885      | 1,501      | 108.4%         |
| Dispatching | 7,347      | 8,452      | 1,105      | 15.0%          |
| Outsourcing | 1,459      | 1,543      | 84         | 5.7%           |

|              |       |       |       |        |
|--------------|-------|-------|-------|--------|
| Gross Profit | 5,006 | 6,968 | 1,962 | 39.2%  |
| Placement    | 2,154 | 2,559 | 404   | 18.8%  |
| BPO          | 1,381 | 2,766 | 1,385 | 100.3% |
| Dispatching  | 1,160 | 1,345 | 186   | 16.0%  |
| Outsourcing  | 311   | 298   | △12   | △4.0%  |

◆ “BPO” sales rose due to the inclusion of earnings of BOD Co., Ltd., which was newly consolidated.

◆ Throughout the first half, existing mainstay “Placement” and “BPO” services saw growth thanks to sustained strong demand for hiring amongst client companies along with increases in total and new customers.

|                         | 1H FY12/17 | 1H FY12/18 | Difference | Rate of change |
|-------------------------|------------|------------|------------|----------------|
| Number of customers     | 14,170     | 17,616     | 3,446      | 24.3%          |
| Number of new customers | 3,270      | 3,770      | 500        | 15.3%          |

◆ “Dispatching” services also grew due to our ability to satisfy the long-term human resource needs of client companies amidst efforts to build a market for mainstay services.

- Earnings of BOD Co., Ltd., acquired on January 4, 2018, have been included in “BPO” services beginning from the first quarter of this fiscal year.
- From the fiscal year ending December 2018, the name of “Management” service has been changed to the “BPO” service.
- “BPO” services represent the aggregated total of “Part-Time Worker Payroll Management”, “My Number Management”, “Year-End Tax Adjustment Management”, and BPO services conducted by BOD Co., Ltd.
- Numerical data represent reference figures and have not been audited by our accounting auditor.
- Part of BOD Co., Ltd.’s personnel expenses included in SG&A expenses in consolidated business forecast released on February 9, 2018 have been booked as cost of sales.



# **1H FY12/18 Segment Highlights Sales Support Business Earnings (Jan. – Jun. 2018)**

# Sales: 1H FY12/18 Year-On-Year Comparison

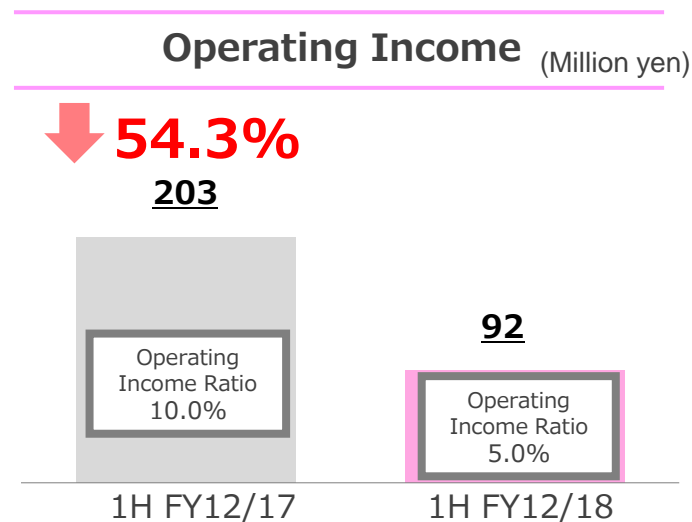
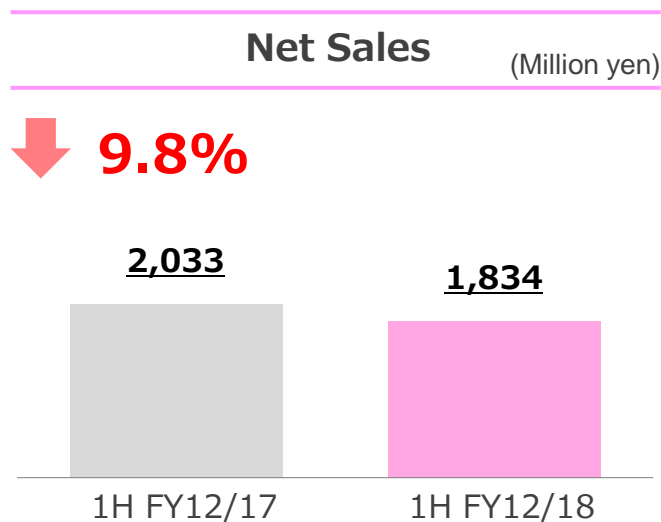
## 【Factors Behind the Change in Net Sales】

- ◆ Net sales **declined by 9.8%** year-on-year due to slow sales of telecommunications products throughout the first half.

## 【Factors Behind the Change in Operating Income】

- ◆ Operating income **declined by 110 million yen** year-on-year because of the decline in net sales.

- The “Sales Support Business” segment is mainly comprised of the “call center”, “online”, “alliance” and “entertainment” businesses.
- The “call center”, “online” and “alliance” businesses each involve the sale of Internet access.







# **1H FY12/18 Segment Highlights Security, Other Businesses Earnings (Jan. – Jun. 2018)**

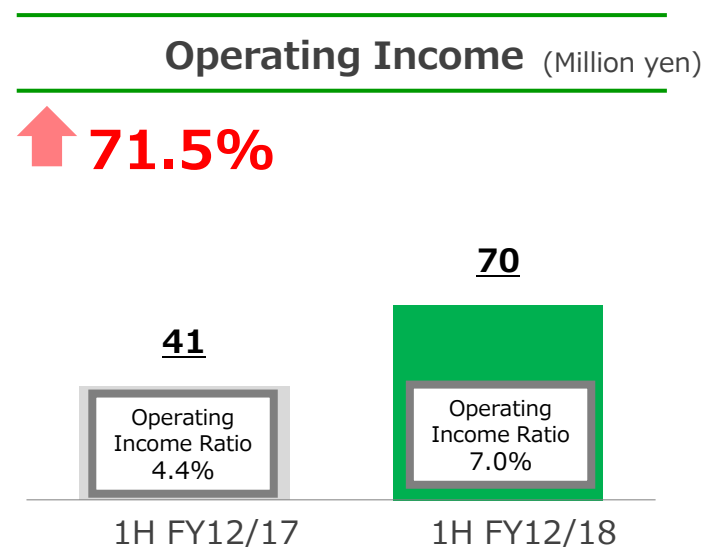
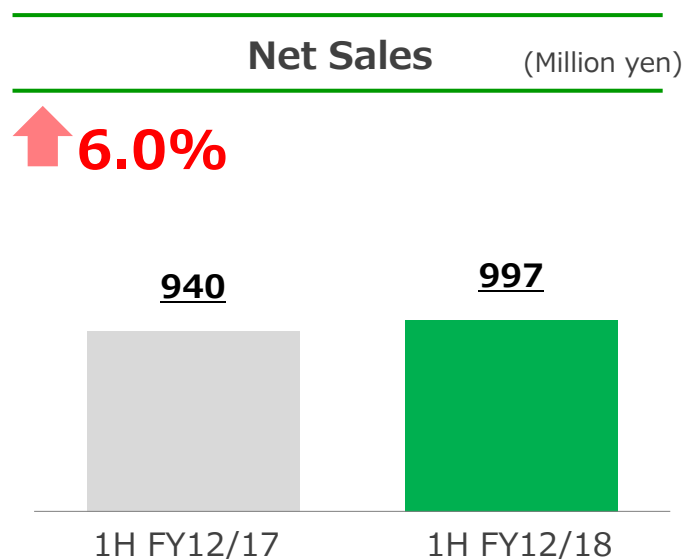
## Security, Other: 1H FY12/18 Year-on-Year Comparison

### [Factors Behind the Change in Net Sales]

- ◆ Net sales **increased by 6.0%** year-on-year due mainly to an increase in the number of long-term security projects in the “Security Business”, the core service of this segment.

### [Factors Behind the Change in Operating Income]

- ◆ Operating income **increased by 71.5%** year-on-year due mainly to sales activities focused on raising profitability in the “Security Business” and improvements in gross margin by securing high profit margin long-term security projects, in addition to keeping SG&A expenses at a similar level as last year.



■ ■ **FY12/18**

# **Progress of Strategy Implementation and Ongoing Initiatives**

# FY12/18 Progress of Strategy Implementation and Ongoing Initiatives

## Business Targets for the Fiscal Year Ending December 2018

- **Achieve record high profits\*** by reinforcing Group synergies and further increasing productivity

\* The previous “record high profits” indicates operating income of 4,720 million yen recorded in the fiscal year ended September 2006.

## Business Strategy for the Fiscal Year Ending December 2018

Strategy 1: Improve recruitment efficiency and staff operation rate

Strategy 2: Further strengthen Group synergies

Strategy 3: Expand BPO business and launch new services

## Progress of Strategies (1) to (3)

### ● Strategy 1: Improve Recruitment Efficiency and Staff Operation Rate

- ◆ We controlled recruitment expense ratio by continually reviewing the allocation of investments in recruitment expenses and made efforts to increase hiring efficiency (See page 24).
- ◆ We are considering replacement of our matching system (Plan to introduce a new system at the beginning of fiscal year ending December 2019) to improve usability and operating efficiencies.

### ● Strategy 2: Further Strengthen Group Synergies

- ◆ We are stepping up our encouragement of registered staff to register with other companies within the Fullcast Group (In some cases initiatives already implemented) and reviewing the sharing of projects among Group companies (Plan to introduce during this fiscal year), in order to maximize staff utilization.
- ◆ We are examining ways to consolidate and increase the efficiencies of our operations, including the consolidation of personal identification checks at the time of online registration (In some cases initiatives already implemented).

### ● Strategy 3: Expand BPO Business and Launch New Services

- ◆ We began expanding sales of the BPO services menu offered by BOD Co., Ltd. to client companies of our Group.
- ◆ We continue to examine the “Employee Payroll” service (Plan to introduce in this fiscal year) and the “Hiring Management” service (Plan to introduce in the fiscal year ending December 2019 or thereafter).



This strategy covers the medium- to long-term time period. We will continue to prepare and optimize these strategies so that results can be realized in the second half of this fiscal year and next fiscal year and beyond.

## Strategy 4: Other Strategy

### Initiative (1) Capital and Business Collaboration with Advancer Global Limited



On June 22, 2018, we entered into a business, capital collaboration agreement with Advancer Global Limited (Hereinafter, "Advancer"), a company based on Singapore that provides various human resources services utilizing foreign worker dispatching in Southeast Asia, including housekeeping and other services in the field of blue-collar that are similar to those of Fullcast Group primarily.

After receiving the third-party allocation of shares planned to be executed by Advancer in August (Shareholding percentage: 25.2% including diluted shares; estimated investment of 1,818 million yen\*), we plan to establish a joint venture company for provision of foreign worker employment services in Japan in the future through cooperation with Advancer.

#### Overview of Advancer Global Limited

|   |   |
|---|---|
| (1) Name  | Advancer Global Limited (Singapore, Singapore Exchange Stock Code: 43Q) |
| (2) Address   | 135 Jurong Gateway Road #05-317 Singapore 600135                        |
| (3) Name and title of representative  | Executive Chairman Mr. Desmond Chin Mui Hiong                           |
| (4) Business lines  | Employment, Facility Management Services                                |
| (5) Paid-in capital   | S\$18,378,000 (1,509 million yen)                                       |
| (6) Established   | February 2, 2016  |
| (7) Relationship between Fullcast Holdings Co., Ltd. and Partnering Company | No prior capital, personnel, or business relationships                  |
| (8) Net sales   | Fiscal year ended December 2017: S\$65,260,000 (5,358 million yen)      |
| (9) Head office   | Singapore   |

#### Future Outlook

Due to the business, capital collaboration agreement, Advancer's earnings will be incorporated as share of loss (profit) of entities accounted for using equity method from the fourth quarter of the fiscal year ending December 2018 within our Company's consolidated earnings. The impact this will have on the revised full-year business forecast for the fiscal year ending December 2018 (announced today) will be minimal.

\*The above amount is calculated at an exchange rate of 82.10 yen per one Singapore dollar as of July 31, 2018, 12:00 p.m.

## ■ Strategy 4: Other Strategy

### ● Initiative (2) Acquisition of Shares of DeliArt Co., Ltd.

*Deli Art*

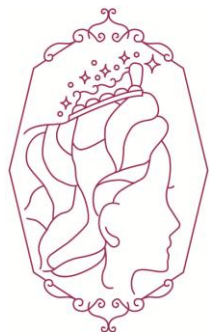
- ◆ We acquired shares of DeliArt Co., Ltd. on June 29, 2018, making it an affiliate accounted for by the equity-method (Shareholding percentage: 20%).
- ◆ We will now reinforce our growth strategy and boost earnings of both companies, with an eye to deploying our Group's services and know-how for the customer base of DeliArt Co., Ltd., which includes hotels and wedding venues.
- ◆ **Future Outlook**  
The company's business results will be incorporated as share of loss (profit) of entities accounted for using equity method from the third quarter of the fiscal year ending December 2018 within our Company's consolidated earnings. The impact this will have on the revised full-year business forecast for the fiscal year ending December 2018 (Announced today) will be minimal.

Name: DeliArt Co., Ltd.

Paid-in capital: 43 million yen

Business lines: Worker dispatching business for musicians and performers, and planning of small-scale weddings

### ● Initiative (3) Acquisition of Shares of Minimaid Service Co., Ltd.



**Minimaid  
Service**  
since 1983

- ◆ We will acquire all shares of Minimaid Service Co., Ltd. on August 31, 2018, making it a consolidated subsidiary.
- ◆ The housekeeping field is a closely related domain that adds value to the "light work staffing service domain," an area where Fullcast Holdings Co., Ltd. excels. Aware of the strong potential synergies, we determined the housekeeping field is an area we should make inroads as a means of realizing our growth strategy.
- ◆ **Future Outlook**  
The company's earnings will be incorporated from the fourth quarter of the fiscal year ending December 2018 within our Company's consolidated earnings. The impact this will have on the revised full-year business forecast for the fiscal year ending December 2018 (Announced today) will be minimal.

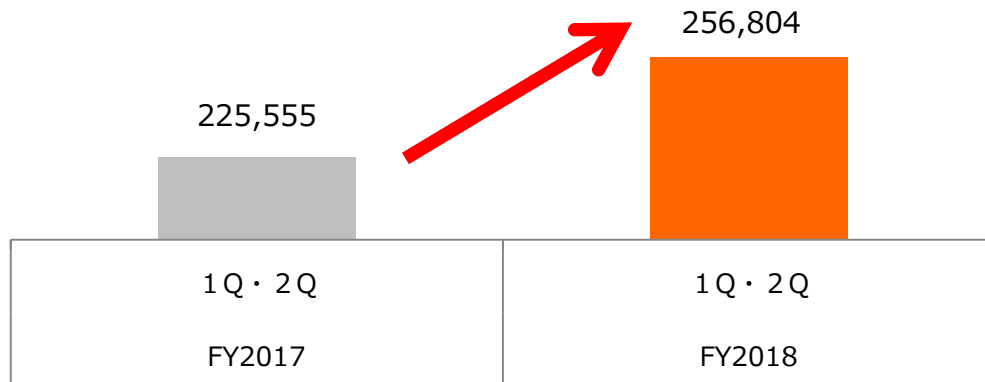
Name: Minimaid Service Co., Ltd.

Paid-in capital: 30 million yen

Business lines: Housekeeping services

# Ongoing Initiatives

## ● Initiative 1: Increase Hiring Capability



## ● Initiative 2: Increase the Number Operating Workers

|                             | 1H FY12/17 | 1H FY12/18 | Difference | Rate of change |
|-----------------------------|------------|------------|------------|----------------|
| Number of operating workers | 137,144    | 159,384    | 22,240     | 16.2%          |

## ● Initiative 3: Opening New Offices

◆ Opened 5 sales offices in medium-sized cities where considerable market growth is expected. Plans to open 9 sales offices during the second half.

### ● Sales Offices Opened in the First Half

[Fullcast Co., Ltd.]  
Akita Pref. Akita (Feb. 1), Miyagi Pref. Sendaikita (Feb. 1),  
Yamaguchi Pref. Yamaguchi (Feb. 1), Okinawa Pref. Okinawa (Feb. 1)

[Top Spot Co., Ltd.]  
Miyagi Pref. Sendai (Feb. 1)

### ● Sales Offices Opening Scheduled in the Second Half

[Fullcast Co., Ltd.]  
Miyazaki Pref. Miyazaki (Jul. 17), Hokkaido Pref. Obihiro (Sep. 1),  
Hokkaido Pref. Hakodate (Sep. 1), Aomori Pref. Hachinohe (Sep. 1),  
Niigata Pref. Joetsu (Sep. 1), Tochigi Pref. Nasu (Sep. 1), Kanagawa  
Pref. Yokosuka (Sep. 1), Shimane Pref. Shimane (Sep. 1), Osaka Pref.  
Hirakata (Sep. 1)  
[Top Spot Co., Ltd.]  
Gifu Pref. Gifu (Jul. 1)

- ◆ The number of hires was **256,804**, which marks a **13.9% increase** over the previous year.
- ◆ We lowered the recruitment expense to gross income ratio and are now able to efficiently acquire large numbers of hires. (Million yen)

|   | 1H FY12/17 | 1H FY12/18 | Difference |
|---|------------|------------|------------|
| Recruitment expenses                      | 198        | 226        | 28         |
| Recruitment expense to gross income ratio | 3.2%       | 2.8%       | △0.4PT     |

- The “number of hires” is the sum total of the number of hires at Fullcast Co., Ltd., Top Spot Co., Ltd., Work & Smile Co., Ltd. and Fullcast Senior Works Co., Ltd., Fullcast Porter Co., Ltd. as well as the number of hires in the short-term operational support business at Fullcast Advance Co., Ltd.

- ◆ The number of operating workers increased by 16.2% year-on-year to 159,384 people, which is sufficient to achieve results in excess of our business forecast.

- The “number of operating workers” is the total number of unique individuals working at Fullcast Co., Ltd., Top Spot Co., Ltd., Work & Smile Co., Ltd. and Fullcast Senior Works Co., Ltd., Fullcast Porter Co., Ltd. as well as in the short-term operational support business at Fullcast Advance Co., Ltd., excluding those working in the “BPO” service area.



# **FY12/18** **Progress Relative to Business Forecast**

## FY12/18 Progress Relative to Business Forecast

- ◆ The rate of progress our revised full-year business forecast for the first half of the fiscal year ending December 2018, was **48.6%** for net sales, **48.9%** for operating income, **48.8%** for ordinary income, and **48.9%** for quarterly net income attributable to Fullcast Holdings Co., Ltd.
- ◆ We endeavor to achieve our revised business forecast by continuing to capture robust demand from client companies.

(Million yen)

|   |             | 1H FY12/18 | FY12/18 Business forecast<br>for full-year (Revised) | Rate of progress |
|---|-------------|------------|--|------------------|
| Net Sales   |             | 18,354     | 37,780   | 48.6%            |
| Gross Profit  |             | 7,936      | 16,272   | 48.8%            |
| Operating Income  |             | 2,749      | 5,620  | 48.9%            |
| Ordinary Income   |             | 2,784      | 5,700  | 48.8%            |
| Quarterly Net Income attributable to<br>Fullcast Holdings Co., Ltd. |             | 1,869      | 3,819  | 48.9%            |
| Short-Term Operational<br>Support Business                          | Net Sales   | 15,523     | 32,375   | 47.9%            |
|   | Placement   | 2,645      | 5,579  | 47.4%            |
|   | BPO         | 2,885      | 5,733  | 50.3%            |
|   | Dispatching | 8,452      | 17,629   | 47.9%            |
|   | Outsourcing | 1,543      | 3,434  | 44.9%            |
| Sales Support Business  | Net Sales   | 1,834      | 3,336  | 55.0%            |
| Security, Other Businesses  | Net Sales   | 997        | 2,069  | 48.2%            |



# **FY12/18 Interim Dividends**

# FY12/18 Interim Dividends

- ◆ We passed a resolution during the Board of Directors Meeting held on August 10, 2018 to pay **14 yen per share** dividend from retained earnings.

|                                   | Amount determined | Most recent divided forecasts (Announced on Feb. 9, 2018) | Previous term results (Interim dividend for FY 12/17) |
|-----------------------------------|-------------------|---|---|
| Record date                       | June 30, 2018     | June 30, 2018   | June 30, 2017   |
| Amount available for distribution | 2,882 million yen | —   | —   |
| Dividend per share                | <b>14 yen</b>     | 14 yen  | 12 yen  |
| Total amount of dividends         | 527 million yen   | —   | 455 million yen                                       |
| Effective date                    | September 3, 2018 | —   | September 4, 2017                                     |
| Resources for dividend            | Retained earnings | —   | Retained earnings                                     |

- ◆ Based on the revision to our full-year business forecast, our year-end dividend forecast has been increased by 2 yen to 16 yen per share, which is a 4 yen increase year-on-year (Full year). To continuously realize ROE of over 20% relative to adjusted net income (\*), we will maintain a target of a 50% total return ratio relative to adjusted net income as part of our shareholders return policy.

\* "Adjusted net income" refers to net income attributable to Fullcast Holdings Co., Ltd. excluding the influence of income taxes-deferred arising from recording of deferred tax assets for deduction of loss carried forward. "Adjusted net income" is used as the based for calculating the total return ratio and ROE.

## (Reference) Basic Stance on Capital Policy

### ■ Basic Stance on Capital Policy

The Fullcast Group maintains a basic policy of maximizing capital efficiency and securing financial soundness to achieve sustained improvement in corporate value.

- ◆ Maintaining a total return ratio of 50% relative to adjusted net income (\*) targeted at providing returns to shareholders as an indicator to support sustained improvement in corporate value and to maximize capital efficiency.
- ◆ Our goal of enhancing corporate value is to maintain an ROE of 20% or greater relative to adjusted net income.
- ◆ We will maintain a maximum D/E ratio of 0.5x in order to enhance corporate value and to maintain financial soundness.

\* “Adjusted net income” refers to net income attributable to Fullcast Holdings Co., Ltd. excluding the influence of income taxes-deferred arising from recording of deferred tax assets for deduction of loss carried forward. “Adjusted net income” is used as the based for calculating the total return ratio and ROE.

# Providing the **best place** for people to bring out **their best.**

## ADR (American Depositary Receipts) Program:

Program Type: Sponsored Level 1



**BNY MELLON**  
DEPOSITARY RECEIPTS

Exchange Ratio with Underlying Stock: 1ADR = 1 Underlying Stock  
CUSIP Code: 35968P100

Symbol: FULCY  
Depositary: The Bank of New York Mellon

101 Barclay Street, New York, NY 10286, U.S.A.

TEL: (212) 815-2077

U.S. Toll Free: (888) 269-2377 (888-BNY-ADRS)

Web Site: [http://www.adrbny.com/dr\\_profile.jsp?cusip=35968P100](http://www.adrbny.com/dr_profile.jsp?cusip=35968P100)

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