

TechnoPro Group Financial Results for the 1st Quarter of FYE June 2020

TechnoPro Holdings, Inc. (code: 6028,TSE)

October 31, 2019



Contents

| | Page |
|-------------------------|------|
| I: FY2020 Q1 Overview | 2 |
| II : KPI Analysis | 8 |
| i : Number of Engineers | 8 |
| ii : Unit Sales prices | 12 |
| Ⅲ: Dividends | 13 |
| | 14 |
| V : Outlook & Strategy | 15 |
| VI : Appendix | 17 |



^{*} Accounting figures are rounded down to the nearest unit unless otherwise stated; KPI figures excludes Other Businesses in Japan and Overseas Businesses segments

FY2020 Q1 Overview

- Q1 FY20.6 revenue increased 5.56 billion yen year-on-year (up 16.7%) to <u>38.9 billion yen</u>; operating profit increased 701 million yen year-on-year (up 22.0%) to <u>3.88 billion yen</u>; net profit increased 576 million yen year-on-year (up 27.7%) to <u>2.65 billion yen</u>
- Unspent SG&A budget of 150 million yen in Q1; to be recognized in Q2
- Posted taxes and dues of 93 million yen in Q1 FY20.6, which was resulted from size-based taxation applied to the subsidiary TechnoPro, Inc. (Q1 FY19.6 results do not include taxes and dues from size-based taxation, since total tax amounts of 325 million yen [SG&A] were recorded as one-off expenses in Q4 FY19.6)
- Other income of **200 million yen** includes foreign currency translation gain related to put option (PO) liabilities of 76 million yen, and profit of 65 million yen from early exercise of partial put options by Orion

(yen in millions, except per share amounts)

| | | | Three Mon | ths Ended | | | | Full-year | | |
|----------------------------|-----------|----------|-----------|-----------|--------|--------|-----------|------------|--------|--|
| | FY19.6 Q1 | | FY20.6 Q1 | | | | FY19.6 | FY20.6 | | |
| | (Results) | Progress | (Results) | Progress | YC | DΥ | (Results) | (Guidance) | YOY | |
| Revenue | 33,334 | 23.1% | 38,896 | 24.3% | +5,561 | +16.7% | 144,176 | 160,000 | +11.0% | |
| Gross profit (GP) | 8,062 | 22.1% | 9,547 | _ | +1,484 | +18.4% | 36,466 | _ | _ | |
| GP margin | 24.2% | | 24.5% | | | | 25.3% | | | |
| SG&A expenses | 4,828 | 21.2% | 5,850 | _ | +1,022 | +21.2% | 22,767 | _ | _ | |
| Ratio on revenue | 14.5% | | 15.0% | | | | 15.8% | | | |
| Other income | 31 | _ | 200 | _ | +169 | _ | 1,816 | _ | _ | |
| Other expenses | 82 | _ | 12 | _ | (70) | _ | 1,775 | _ | _ | |
| Operating profit (OP) | 3,183 | 23.2% | 3,884 | 25.4% | +701 | +22.0% | 13,739 | 15,300 | +11.4% | |
| OP margin | 9.5% | | 10.0% | | | | 9.5% | 9.6% | | |
| Profit before income taxes | 3,162 | 23.0% | 3,875 | 25.7% | +713 | +22.6% | 13,727 | 15,100 | +10.0% | |
| Net profit* | 2,082 | 21.5% | 2,658 | 26.3% | +576 | +27.7% | 9,683 | 10,100 | +4.3% | |
| Net profit margin | 6.2% | | 6.8% | | | | 6.7% | 6.3% | | |
| Earnings per share | 57.43 | _ | 73.42 | _ | _ | +27.8% | 266.86 | 278.21 | +4.3% | |
| Dividend per share (plan) | _ | _ | _ | _ | _ | _ | 134.00 | 140.00 | +4.5% | |



^{*} Net profit attributable to owners of the parent company after deducting non-controlling interests

FY2020 Q1 Segment Results

- Companies included in each segment are described on p.5
- Provides segment information based on segment accounting standard, responding to topline growth outside Japan with expanding global operation
- Engineers on payroll: in Japan 19,650 (non-Japanese: 1,048) / overseas 1,566 / group total 21,216

(yen in millions, except engineer headcounts)

| | | R&D out | sourcing | | Construc | ction manaç | gement outs | sourcing | O1 | her Busine | sses in Japa | an | Japan Total | | | |
|--|--------|---------|----------|--------|----------|-------------|-------------|----------|--------|------------|--------------|--------|-------------|--------|--------|--------|
| | FY18.6 | FY19.6 | FY20.6 | | FY18.6 | FY19.6 | FY20.6 | | FY18.6 | FY19.6 | FY20.6 | | FY18.6 | FY19.6 | FY20.6 | |
| | Q1 | Q1 | Q1 | YOY | Q1 | Q1 | Q1 | YOY | Q1 | Q1 | Q1 | YOY | Q1 | Q1 | Q1 | YOY |
| Revenue | 22,633 | 26,965 | 30,819 | +14.3% | 3,460 | 4,149 | 4,824 | +16.3% | 591 | 742 | 1,008 | +35.7% | 26,685 | 31,857 | 36,653 | +15.1% |
| Ratio to consolidated revenue | 84.7% | 80.9% | 79.2% | | 12.9% | 12.4% | 12.4% | | 2.2% | 2.2% | 2.6% | | 99.8% | 95.6% | 94.2% | |
| Operating profit | 2,072 | 2,491 | 2,924 | +17.4% | 418 | 502 | 549 | +9.4% | 22 | 75 | 107 | +42.6% | 2,513 | 3,069 | 3,582 | +16.7% |
| OP margin | 9.2% | 9.2% | 9.5% | | 12.1% | 12.1% | 11.4% | | 3.8% | 10.2% | 10.7% | | 9.4% | 9.6% | 9.8% | |
| OP before PPA* asset amortization | 2,084 | 2,511 | 2,944 | +17.2% | 418 | 502 | 549 | +9.4% | 22 | 75 | 107 | +42.6% | 2,525 | 3,089 | 3,602 | +16.6% |
| OP margin before PPA* asset amortization | 9.2% | 9.3% | 9.6% | | 12.1% | 12.1% | 11.4% | | 3.8% | 10.2% | 10.7% | | 9.5% | 9.7% | 9.8% | |
| No. of engineers (year-end) | 12,659 | 14,976 | 17,045 | +13.8% | 1,848 | 2,236 | 2,605 | +16.5% | _ | _ | _ | _ | 14,507 | 17,212 | 19,650 | +14.2% |
| Non-Japanese in Japan | 556 | 763 | 984 | +29.0% | 17 | 46 | 64 | +39.1% | _ | _ | _ | _ | 573 | 809 | 1,048 | +29.5% |

| | | Ove | rseas | | R | eporting Se | egment Tota | al | C | orporate/E | Eliminatior | าร | Consolidated Total | | | |
|---|--------------|--------------|--------------|--------|--------------|--------------|--------------|--------|--------------|--------------|--------------|-----|--------------------|--------------|--------------|--------|
| | FY18.6 Q1 | FY19.6 Q1 | FY20.6 Q1 | YOY | FY18.6 Q1 | FY19.6 Q1 | FY20.6 Q1 | YOY | FY18.6 Q1 | FY19.6 Q1 | FY20.6 Q1 | YOY | FY18.6 Q1 | FY19.6 Q1 | FY20.6 Q1 | YOY |
| Revenue | 231 | 1,709 | 2,586 | +51.3% | 26,916 | 33,567 | 39,239 | +16.9% | (190) | (232) | (343) | _ | 26,726 | 33,334 | 38,896 | +16.7% |
| Ratio to consolidated revenue | 0.9% | 5.1% | 6.6% | | 100.7% | 100.7% | 100.9% | | (0.7%) | (0.7%) | (0.9%) | | 100.0% | 100.0% | 100.0% | |
| Operating profit | (1) | 176 | 184 | +4.6% | 2,511 | 3,245 | 3,766 | +16.0% | (0) | (62) | 118 | _ | 2,511 | 3,183 | 3,884 | +22.0% |
| OP margin | (0.7%) | 10.3% | 7.1% | | 9.3% | 9.7% | 9.6% | | _ | _ | _ | | 9.4% | 9.5% | 10.0% | |
| OP before PPA* asset amortization | (1) | 220 | 234 | +6.2% | 2,523 | 3,310 | 3,836 | +15.9% | (0) | (62) | 118 | _ | 2,523 | 3,247 | 3,954 | +21.8% |
| <i>OP margin before PPA* asset amortization</i> | (0.7%) | 12.9% | 9.1% | | 9.4% | 9.9% | 9.8% | | _ | _ | _ | | 9.4% | 9.7% | 10.2% | |
| No. of engineers (year-end) | 260 | 994 | 1,566 | +57.5% | 14,767 | 18,206 | 21,216 | +16.5% | _ | _ | _ | _ | 14,767 | 18,206 | 21,216 | +16.5% |



^{*} PPA (Purchase Price Allocation): An accounting operation allocating the purchase price to the assets and liabilities of the acquired company at fair value in the acquirer's consolidated balance sheet; PPA assets above are all customer-related assets (intangible assets)

[Reference]

FY2020 Q1 Segment Results (previous 3 years)

(yen in millions, except engineer headcounts)

| | | R&D out | tsourcing | | Construc | ction mana | gement outs | sourcing | Ot | ther Busine | sses in Japa | an | | Japan | Total | |
|--|---------------------|---------------------|----------------------|--------|---------------------|---------------------|----------------------|----------|---------------------|---------------------|----------------------|--------|---------------------|---------------------|----------------------|--------|
| | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY |
| Revenue | 97,687 | 114,021 | 125,400 | +10.0% | 14,659 | 17,720 | 20,200 | +14.0% | 2,800 | 3,474 | 4,200 | +20.9% | 115,148 | 135,217 | 149,800 | +10.8% |
| Ratio to consolidated revenue | 83.8% | 79.1% | 78.4% | | 12.6% | 12.3% | 12.6% | | 2.4% | 2.4% | 2.6% | | 98.8% | 93.8% | 93.6% | |
| Operating profit | 9,261 | 10,672 | 11,950 | +12.0% | 1,540 | 1,938 | 2,200 | +13.5% | 293 | 416 | 500 | +20.0% | 11,094 | 13,028 | 14,650 | +12.4% |
| OP margin | 9.5% | 9.4% | 9.5% | | 10.5% | 10.9% | 10.9% | | 10.5% | 12.0% | 11.9% | | 9.6% | 9.6% | 9.8% | |
| OP before PPA asset amortization | 9,323 | 10,752 | 12,030 | +11.9% | 1,540 | 1,938 | 2,200 | +13.5% | 293 | 416 | 500 | +20.0% | 11,156 | 13,108 | 14,730 | +12.4% |
| OP margin before PPA asset amortization | 9.5% | 9.4% | 9.6% | | 10.5% | 10.9% | 10.9% | | 10.5% | 12.0% | 11.9% | | 9.7% | 9.7% | 9.8% | |
| No. of engineers (year-end) | 14,674 | 16,748 | 18,200 | +8.7% | 2,123 | 2,545 | 2,800 | +10.0% | _ | _ | _ | _ | 16,797 | 19,293 | 21,000 | +8.8% |
| Non-Japanese in Japan | 716 | 922 | _ | _ | 40 | 63 | _ | _ | _ | _ | _ | _ | 756 | 985 | _ | _ |

| | | Over | seas | | R | eporting Se | egment Tota | nl | C | orporate/I | Elimination | าร | Consolidated Total | | | |
|--|---------------------|---------------------|----------------------|--------|---------------------|---------------------|----------------------|--------|---------------------|---------------------|----------------------|-----|---------------------|---------------------|----------------------|--------|
| | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY | FY18.6 (Results) | FY19.6 (Results) | FY20.6 (Guidance) | YOY |
| Revenue | 2,336 | 10,283 | 12,000 | +16.7% | 117,484 | 145,500 | 161,800 | +11.2% | (955) | (1,324) | (1,800) | _ | 116,529 | 144,176 | 160,000 | +11.0% |
| Ratio to consolidated revenue | 2.0% | 7.1% | 7.5% | | 100.8% | 100.9% | 101.1% | | (0.8%) | (0.9%) | (1.1%) | | 100.0% | 100.0% | 100.0% | |
| Operating profit | 138 | (931) | 650 | _ | 11,233 | 12,096 | 15,300 | +26.5% | 4 | 1,642 | 0 | _ | 11,238 | 13,739 | 15,300 | +11.4% |
| OP margin | 5.9% | (9.1%) | 5.4% | | 9.6% | 8.3% | 9.5% | | _ | _ | _ | | 9.6% | 9.5% | 9.6% | |
| OP before PPA asset amortization | 183 | 993 | 900 | (9.4%) | 11,340 | 14,101 | 15,630 | +10.8% | 4 | 172 | 0 | _ | 11,345 | 14,274 | 15,630 | +9.5% |
| OP margin before PPA asset amortization | 7.9% | 9.7% | 7.5% | | 9.7% | 9.7% | 9.7% | | - | _ | _ | | 9.7% | 9.9% | 9.8% | |
| Impairment loss | _ | (1,673) | _ | _ | _ | (1,673) | _ | _ | _ | _ | _ | _ | _ | (1,673) | _ | _ |
| Put option reversal | _ | _ | _ | _ | _ | _ | _ | _ | _ | 1,359 | _ | _ | _ | 1,359 | _ | _ |
| Earn out reversal | _ | _ | _ | _ | _ | _ | _ | _ | _ | 110 | _ | _ | _ | 110 | _ | |
| No. of engineers (year-end) | 869 | 1,608 | _ | _ | 17,666 | 20,901 | _ | _ | _ | _ | _ | _ | 17,666 | 20,901 | _ | _ |



^{*} OP before PPA asset amortization in Overseas FY19.6 includes amount of impairment loss (1,673 million yen) added into Operating profit, while OP before PPA asset amortization in Corporate/Eliminations FY19.6 excludes put option reversal (1,359 million yen) and earn out reversal (110 million yen) from Operating profit

[Reference] Reportable Segments (as of Q1 FY20.6)

R&D outsourcing Provides engineer staffing and contract services related to Mechanical design, electrical/electronic design, embedded software development, IT network construction, business application development, IT maintenance and operations, bio research 3. TechnoPro Embedded TechnoPro, Inc. (consolidated as of Dec. 2016) absorbed as of Oct. 1, 2017 8. Techno Live (consolidated as of Apr. 2018) absorbed as of Nov. 1, 2018 2. ON THE MARK (consolidated as of Mar. 2016) 9. Misystem (consolidated as of Jul. 2018) 5. FDFLTA absorbed as of May. 1, 2019 (consolidated as of Nov. 2017) 12. SOFTWORKS 6. PROBIZMO (consolidated as of Jan. 2019) absorbed as of Dec. 31, 2018 (consolidated as of Feb. 2018)

Other businesses in Japan

Provides professional recruitment and technical education and training services

1. Pc Assist (consolidated as of Sep. 2015)

4. Boyd & Moore Executive Search (Japan) (consolidated as of Jul. 2017)

13. TECHNO BRAIN (consolidated as of Apr. 2019)

Overseas

Engineer staffing, contract services, and professional recruitment services in China; IT engineer staffing services, mainly in Singapore and India; engineer staffing and professional recruitment services in the UK

TechnoPro China

4. Boyd & Moore Executive Search (overseas) (consolidated as of Jul. 2017)

7. Helius Technologies Pte. Ltd. (consolidated as of Apr. 2018)

11. Orion Managed Services Ltd. (consolidated as of Oct. 2018)

Construction management outsourcing

Provides engineer staffing and contract drafting of working drawings related to construction management (safety/quality/process/cost management) for construction, civil engineering, electrical equipment, plant engineering

TechnoPro Construction

10. TOQO (consolidated as of Aug. 2018)

Headquarters

Provides shared services to group companies, hires and supports disabled people

TechnoPro Holdings

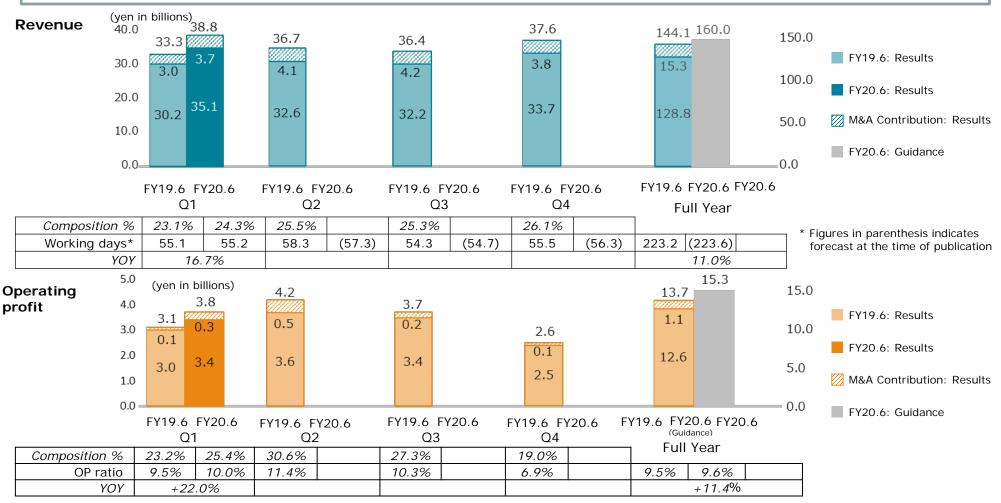
TechnoPro Smile (Special Subsidiary)

- * Initial numbers on company names indicate the order of M&A
- * During current medium-term management plan (FY18.6 -), red frame indicates acquisition in FY18.6, blue double line frame indicates acquisition in FY19.6
- * In Overseas, 51% of Helius shares held, shareholding of Orion increased from 60% to 63.2% (Oct. 2019)



Quarterly Performance

- Progress vs. full year guidance: 24.3% for revenue, 25.4% for operating profit
- Solid organic growth excluding effect from M&As in FY18.6 and FY19.6 (year-on-year): <u>up 16.2%</u> for revenue, <u>up 16.1%</u> for operating profit



^{*} M&A related amounts recognized under IFRS such as PPA amortization, foreign exchange gain/loss relating to put option liabilities and changes in fair value amount are included in M&A contributions; (Calculated with this basis, Operating profit in M&A contributions FY19.6 above [1.1 billion yen] differs from figures described in FY2019 Full Year Financial Results Slide Presentation [1.4 billion yen])

Balance Sheet & Cash Flow

- Cash and cash equivalents decreased 5.4 billion yen compared to the balance sheet at June 30, 2019, due to payment of corporate income tax and dividend, etc.
- Posted 11.5 billion yen for both assets and liabilities as of Q1 FY20.6 end, by applying IFRS 16 Leases from FY20.6
- Secure strong financial ground for growth investment with net cash position of <u>6.4 billion yen</u> and unutilized commitment lines of **10 billion yen** for M&A purposes

Net CF

Q1 FY20.6 B/S (yen in billions)

| Cash & cash equivalents 15.8 | Debt 9.4 |
|--|----------------------------------|
| IFRS 16 related assets 11.5 | Other liabilities 31.0 |
| | 31.0 |
| Goodwill 37.0 | IFRS 16 related liabilities 11.5 |
| | PO/EO liabilities 3.4 |
| Intangible assets 2.0 (PPA) Other assets 33.2 | Total equity 44.2 |

Total assets 99.5 Total liabilities & equity 99.5

Net worth ratio*: 44.4% D/E Ratio*: 0.21x D/OP Ratio**: 0.62x

Q1 FY20.6 Cash Flows (yen in millions)

| Operating CF Income tax payment | 416 (2,971) |
|---|---|
| · Investing CF | (356) |
| Financing CF IFRS 16 related lease liability payments*** Share repurchase Year-end dividend payments | (5,460) (1,577) (1,061) (3,061) |

Q1 FY20.6 Commitment Lines (yen in millions)

| Purpose | Credit line | Used | Unused | Expiration |
|--------------------|-------------|-------|--------|------------|
| 1 Working capital | 6,000 | | 6,000 | Jun. 2020 |
| 2 M&A | 10,000 | | 10,000 | Dec. 2019 |
| 3 Share repurchase | 2,500 | 1,062 | 1,438 | Nov. 2019 |
| Total | 18,500 | 1,062 | 17,438 | |

(5,423)

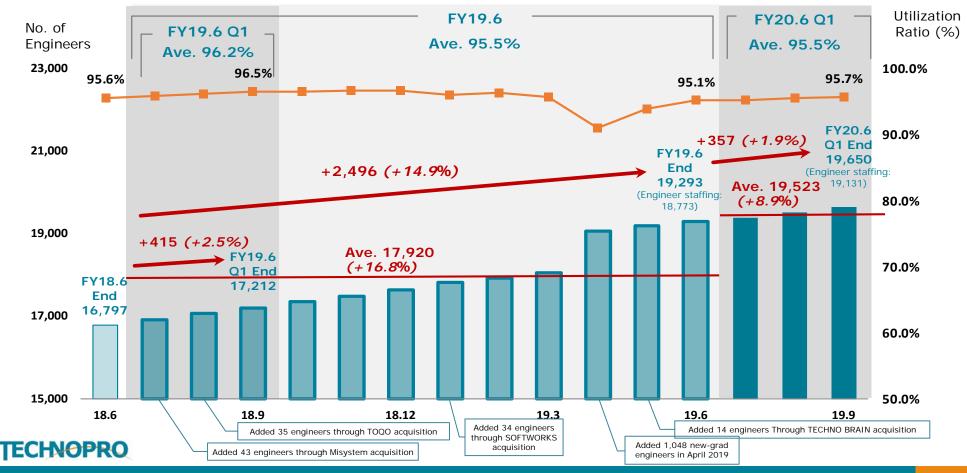
Total assets includes non-controlling interests

^{*} Calculated using operating profit guidance for FY20.6

 $^{^{\}star\star\star}$ Reclassified to Financing CF, previously recognized in Operating CF as lease payment

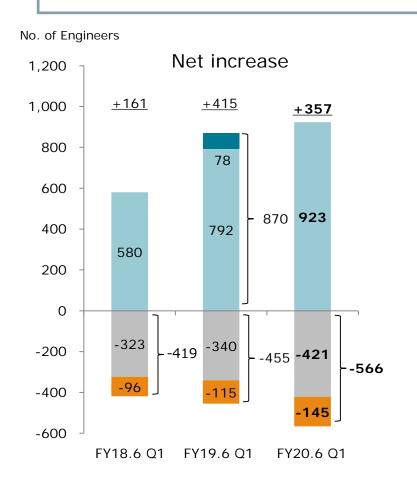
Number of Engineers & Utilization Rate [Japan]

- Engineers on payroll in Japan at the end of Q1 FY20.6 totaled <u>19,650</u> (up 357 from the end of prior year), including <u>1,048</u> non-Japanese engineers (up 63 from the end of prior year)
- Employs <u>19,131</u> (up 358 from the end of prior year) at two engineer staffing companies (TechnoPro, Inc. and TechnoPro Construction, Inc.)
- Average utilization rate of <u>95.5%</u> for Q1 FY20.6 (down 0.7% year on year)
- Employs 1,566 engineers at overseas subsidiaries (not included in numbers above / down 42 year-on-year)



Recruitment/Turnover [Japan]

- Hired <u>923</u> engineers (up 6.1% year on year)
- Turnover rate (permanent employees) for Q1 FY19.6: <u>8.6%</u> (up 0.6% year-on-year) (calculating turnover rate excluding employees left at the end of contract term)



(Difference / % YOY)

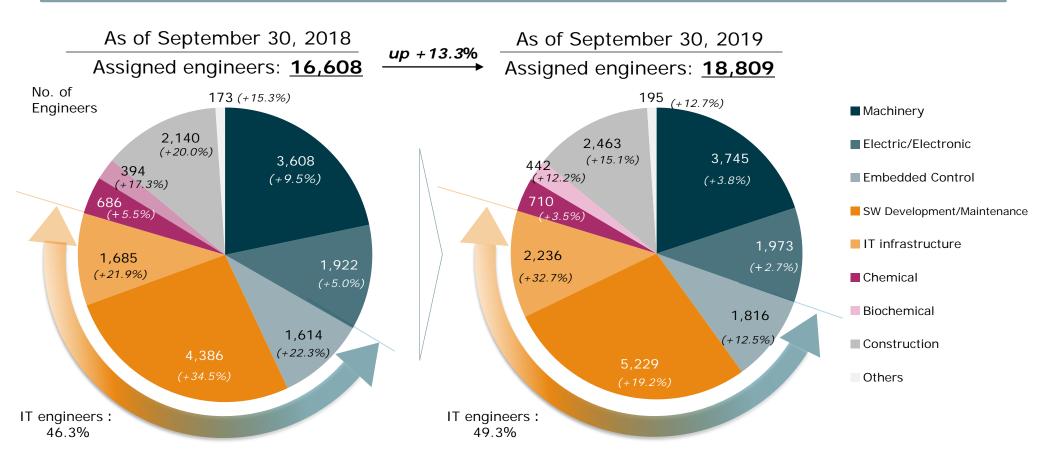
- Hired 923 (+53 / +6.1%)
- Added through M&A 0
- Turnover (permanent employees) 421 (+81 / +23.8%)
- Contract terms matured, others 145 (+30 / +26.1%)

<Turnover, permanent employees>

| | | FY1 | 8.6 | | | | FY20.6 | | |
|-----------------------|------|------|------|------|------|------|--------|------|------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 |
| Quarter | 9.0% | 7.0% | 9.4% | 7.6% | 8.0% | 6.7% | 10.6% | 8.0% | 8.6% |
| Year-to-date | _ | 7.9% | 8.5% | 8.1% | _ | 7.3% | 8.5% | 8.3% | _ |
| Last Twelve Months | 8.0% | 8.1% | 8.2% | 8.1% | 8.0% | 7.9% | 8.2% | 8.3% | 8.5% |

Assigned Engineers by Technology [Japan]

- Number of assigned engineers increased in all technologies
- Maintaining robust hiring even in continued IT engineer shortage, while facing a challenge in recruiting mechanical engineers due to constraint of job seekers
- · Engineers increased driven by acquisitions: Embedded Control for SOFTWORKS, and software for TECHNO BRAIN

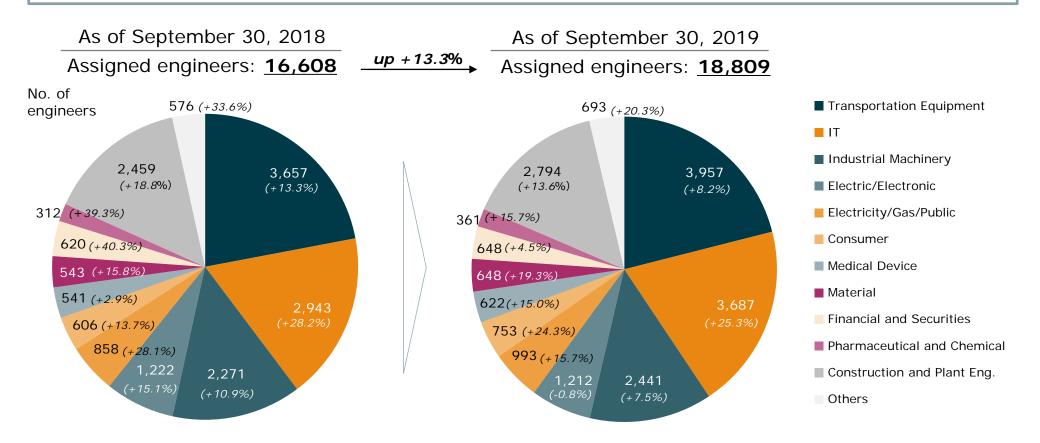




^{*} Figure in parenthesis indicates % change

Assigned Engineers by Industrial Sectors [Japan]

- Number of assigned engineers increased in most industrial sectors
- Electric/Electronic down 0.8% year-on-year due to slowdown in semiconductor sector affected by China-U.S. trade friction; minimizing negative impact through reassigning engineers to high-performing customers in the sector or other industries
- Diversifying industrial sector of clients in order to minimize risks of downturn in specific industry





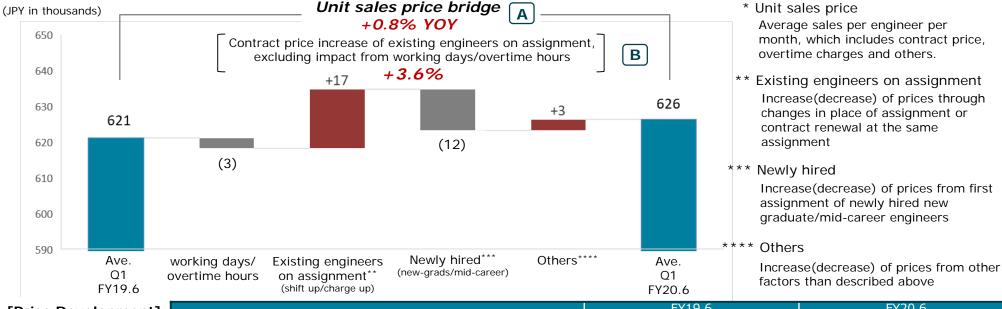
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^{*} Figure in parenthesis indicates % change.

Unit Sales Price

Engineer Staffing Companies: TechnoPro, Inc., TechnoPro Construction, Inc.

- Unit sales price* up 0.8% year on year to <u>626,000 yen</u> (up 5,000 yen/month)
- Decreased 3,000 yen/month year on year affected by working days (up 0.02 days/month) and shorter overtime hours (down 1.42 hours/month)
- Increased 17,000 yen/month driven by increased contract price for existing engineers on assignment through shitup/charge-up initiatives
- Decreased 12,000 yen/month due to first assignment of newly hired new graduate/mid-career engineers

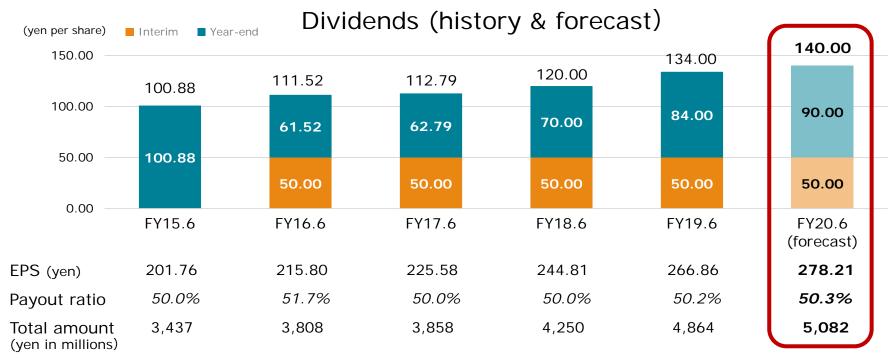


[Price Development]

| | | | FY1 | 9.6 | | FY20.6 | | | | |
|---|---------------------------|-------|-------|-------|------|--------|----|----|----|--|
| • | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | |
| | Unit Price (year-to-date) | 621 | 633 | 632 | 630 | 626 | | | | |
| | Year on year A | +0.1% | +0.5% | +0.3% | 0.0% | +0.8% | | | | |

| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
|---|-------|-------|-------|-------|-------|----|----|----|
| Contract price increase of existing engineers on assignment *year-on-year comparison for each quarter end | +3.0% | +2.8% | +2.7% | +3.2% | +3.6% | | | |

Dividend History & Forecast



^{*} Dividends in FY15.6 were wholly paid at year-end payout

Share Repurchase Program (announced Nov. 28, 2018)

- Class of shares to be repurchased : Ordinary shares
- Total shares to be repurchased: Up to 500,000 shares (Ratio to outstanding shares: 1.38% [excl. treasury shares])
- Total amount of repurchase: Up to 2.5 billion yen
- Repurchase period: Nov. 29, 2018 Nov. 28, 2019

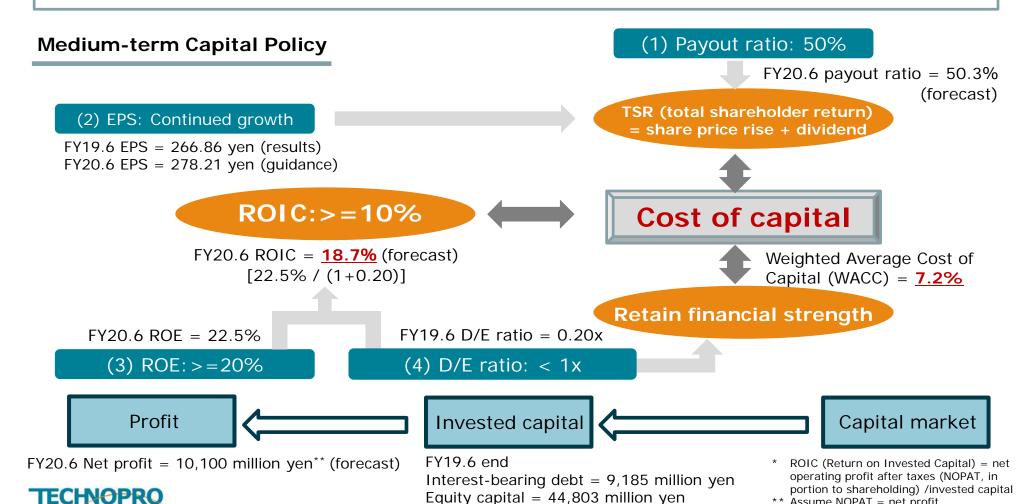
Repurchase status (as of Oct. 31, 2019)

| Total shares repurchased | 186,200 shares (37.2% of program) |
|----------------------------|---|
| Total amount repurchased | 1,062,634,405 yen (42.5% of program) |
| Repurchase price per share | 5,610 - 5,999 yen |



Capital Policy

- Our capital policy sets value creation as a primary focus of business operation, correlating each performance indicator mutually with the cost of capital at its center
- Adding to cost of capital, potential to achieve more than 10% ROIC* through EPS growth, PMI initiatives, synergy creation and effect from growth investment to be taken into account as criteria for forthcoming M&As



Equity capital = 44,803 million yen

** Assume NOPAT = net profit

Outlook & Strategy

1. Outlook & Strategy: Q2 FY20.6

- Unspent SG&A budget of 150 million yen in Q1; to be recognized in Q2
- Working days in Q2 to decrease around 1 day (one working day decline has 0.3 billion yen negative impact on operating profit)
- 137 engineers are strategically on standby or receiving on-the-job training (e.g. data scientist fostering, etc.), plans to continue to invest in education and training for engineers
- A new subsidiary established in India, TPRI Technologies Pvt. Ltd., has started operation, aiming to deliver services to India-based subsidiaries of Japanese firms or win offshore development projects from customers outside India

2. Outlook & Strategy: Q3 FY20.6 or Later

- Although Helius's Q1 operating profit before PPA asset amortization exceeded 70 million yen, continues to monitor its operation closely as the further growth in the remaining fiscal year period required to achieve earnings target
- Currently expects to recruit more than 1,300 new graduate engineers, exceeding the original plan of 1,000, consequently plans to post a lot more expenses than initial budget, such as training, salary payment during standby, etc.
- Keeping SG&A expenses under control and promoting industry/customer diversification in order to prepare for a weakening customer mind or budget shrinking as a result from China-U.S. trade friction or macroeconomic uncertainty
- Proactively seeking for M&A opportunities both in Japan and overseas, while securing consistency with business strategy and taking cost of capital or ROIC as a discipline

TECHNOPRO

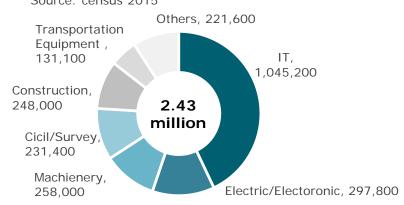
Contents

| | Page |
|-------------------------|------|
| I: FY2020 Q1 Overview | 2 |
| II : KPI Analysis | 8 |
| i : Number of Engineers | 8 |
| ii : Unit Sales prices | 12 |
| III : Dividends | 13 |
| IV : Capital Policy | 14 |
| V : Outlook & Strategy | 15 |
| VI : Appendix | 17 |

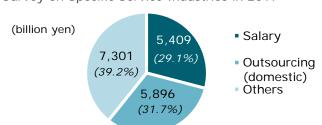


Distribution of engineers in Japan

- According to the census in 2015, the number of engineers in Japan is 2.43 million and about 40% of them are IT engineers.
- In terms of engineers, the outsourcing ratio is relatively high in Japan
- According to the survey, in the manufacturing industry, 75% of companies outsource IT systems, and 56% outsource Technology development.
- 1. Number of engineers in Japan (2015)
 Source: census 2015



- 3. Cost structure of IT industry
 Source: the Ministry of Economy, Trade and Industry
 "Survey on Specific Service Industries in 2017"



2. Ratio of IT talents at IT and non-IT companies

Source: Information-technology Promotion Agency Japan "IT Talent White Paper 2017"

Japan, US, UK, Germany, France: 2015 Canada: 2014

| Supari, 65, 6K, Germany, France. 2016 Garlada. 2011 | | | | | | | |
|---|-----------|-------------|-------|--------------|---------|------|---|
| 0 | % 25 | 5% | 50% | 7 | 5% | 100% | 6 |
| Japan | | 752,600 | | | 292,600 | | |
| US | 1,453,300 | | | 2,741,810 |) | | |
| Canada | 354,68 | 34 | | 451,4 | 16 | | |
| UK | 754,9 | 02 | | 882, | 630 | | |
| Germany | 465,080 | | | 735,01 | 9 | | |
| France | 411,0 |)58 | | 471, | 041 | | |
| | | ■ IT Compan | y 🔲 (| Other compai | ny | | |

XIT companies mean IT vendors and non-IT companies mean IT user companies

4. Outsourcing rate in the manufacturing industry Source: Nobuyoshi Ota "Technology outsourcing strategy of the automobile industry" 2016

| IT System | 75% |
|------------------------|-----|
| Technology development | 56% |

Engineer Staffing Market Overview

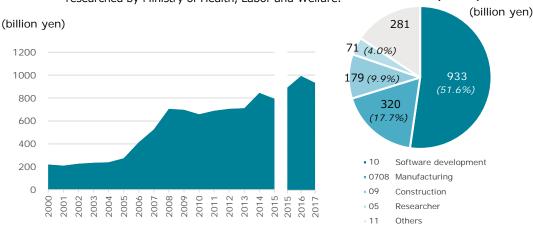
- Estimated the whole staffing market size is about 6.5 trillion yen. (2017) Engineer staffing market size (including manufacturing engineers) is about 1.8 trillion yen[†], about 250,000 people.
- Steady economic growth of this market is forecasted because of the increasing of R&D and Software demand.

[†] The aggregate standard has been changed as of 2015 due to revision of the classification of occupation on September 30, 2015

1. Transition of engineer staffing market size

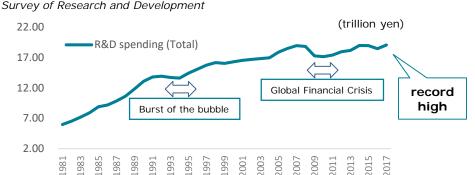
Source: TechnoPro estimates based on the data researched by Ministry of Health, Labor and Welfare.

Breakdown (2017)



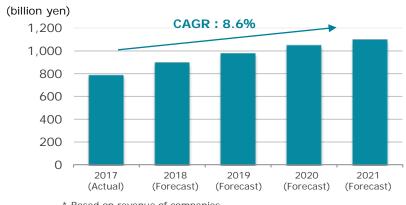
3. Transition of R&D spending in Japan

Source: Ministry of Internal Affairs and Communications statistics Bureau,



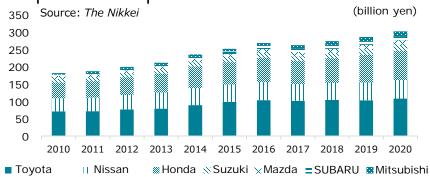
2. Forecast of engineer staffing market size

Yano Research Institute gathered information by research



- * Based on revenue of companies
- * Figures in 2018 or later indicates Yano's forecast (as of Oct. 2018)

4. R&D spending trend of seven major auto companies in Japan

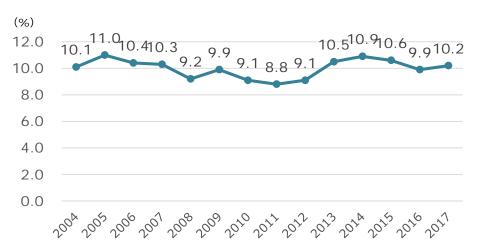


Appendix: Background of Engineer Staffing Market Growth and our strengths – 1. Mid career market

- The turnover ratio in Japan remains around 10% which shows career-change market has a certain scale
- While the life-time employment/seniority wage system firmly remains in Japan, the number of mid-career recruitment by blue-chip companies is limited due to the gap between productivity and salary

1. Turnover ratio in Japan

Source: "Employment Trends Survey," Ministry of Health, Labour and Welfare



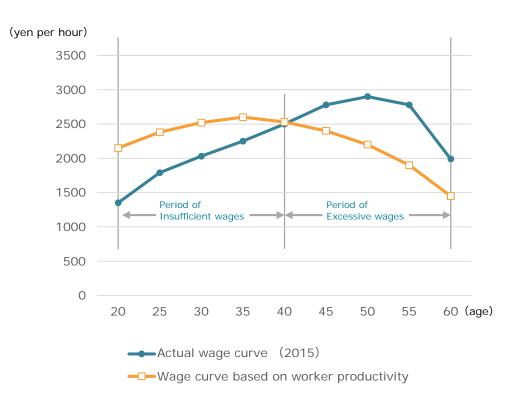
2. Turnover of engineers (2007)

Source: "Engineers in Japan," 2011, NAKATA Yoshifumi

| Engineer Total | 7.6% |
|----------------|-------|
| Engineer | 5.9% |
| IT Engineer | 10.2% |

3. Sonority-Based Wages and Wages based on Work Productivity (Hourly)

Source: "Equity Research Reprinted Report", May 1, 2017, Investment Information Department, Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.



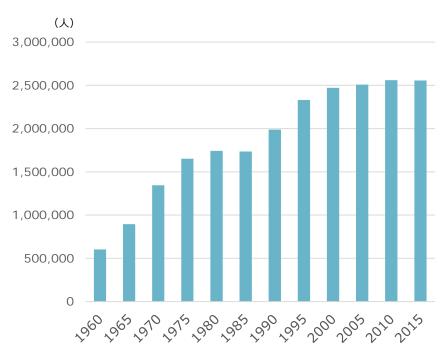


Appendix: Background of Engineer Staffing Market Growth and our strengths – 2. New grads market

- While the young population is shrinking, the number of university graduates is slightly increasing because of higher university entrance rate.
- New grads tend to focus on blue-chip companies while such companies have limited number of openings for them

4. No. of university grads

Source: "Handbook of Education and Science statistics", Ministry of Education, Culture, Sports, Science and Technology



5. Job-to Applicants Ratio, by Scale Based on Number of Employees

Source: "36th College Graduates Job Opening Survey", Recruit Works Institute



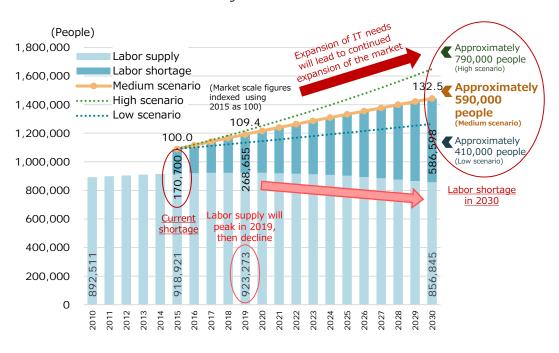


Appendix: Background of Engineer Staffing Market Growth and our strengths – 3. Growing demand

- IT-related company is highly competitive because of a huge demand-supply mismatch in the IT sector
- Weakening demand for engineers with the spread of AI will be more than offset by the new demand for engineers

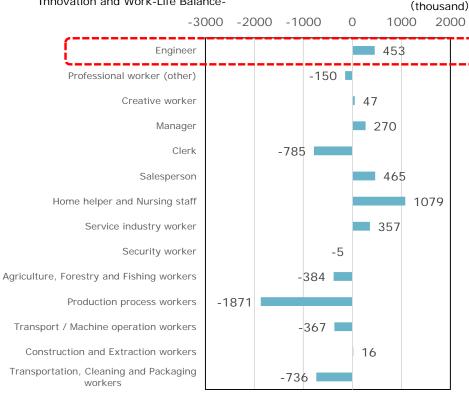
6. IT Staff Shortage Projections

Source: Ministry of Economy, Trade and Industry, Study of Recent Trends and Future Estimates Concerning IT Human Resources



7. Shift in workforce due to progression of Al

Source: Ministry of Health, Labour and Welfare, Labor economy white paper in 2017 "Analysis of Labor Economy - Issues for Promotion of Innovation and Work-Life Balance-"





Note: Estimated numbers comparing 2015 and 2030

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