

# **Appendix for the Third Quarter of the Fiscal Year Ending May 31, 2007**

---

**June 1, 2006 ~ February 28, 2007**

**Pasona Inc.**  
**First Section TSE, Hercules (4332)**

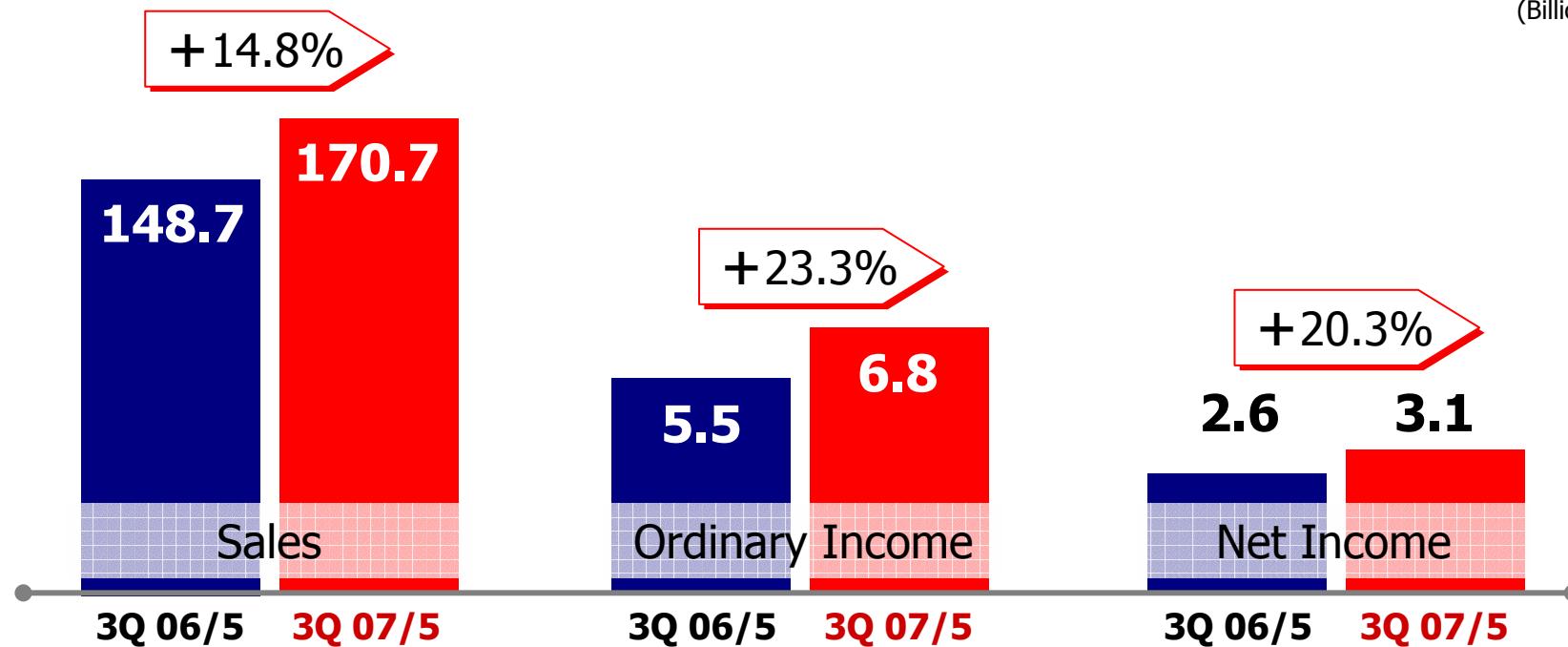
**March 28, 2007**  
**<http://www.pasona.co.jp/e>**

※ Units in billions of yen have been rounded to the nearest first decimal place. Units in millions of yen have been rounded down.

# Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 (Nine-Months Cumulative: June 1, 2006 to February 28, 2007)



(Billions of yen)

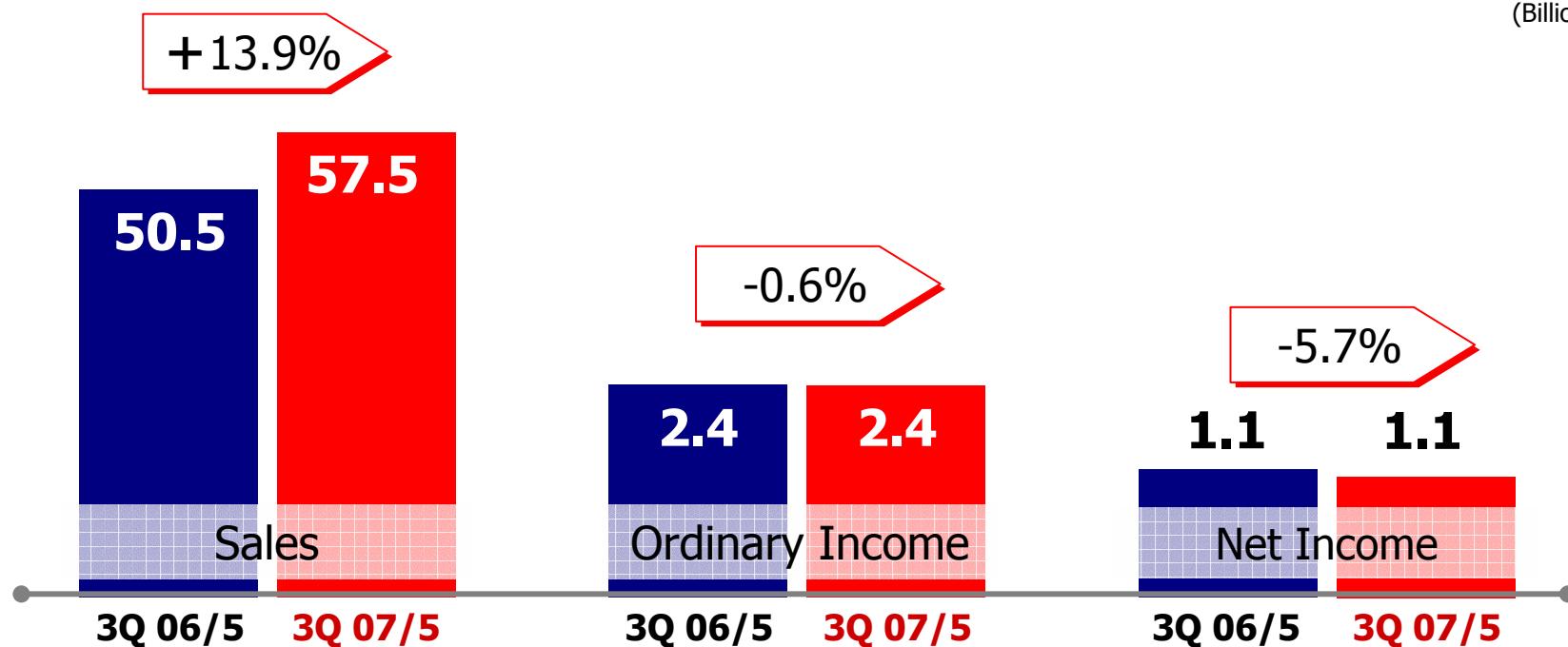


(Millions of yen)	3Q 2006/5	(%)	3Q 2007/5	(%)	Increase and decrease	YoY	(%)
Sales	148,731	(100.0)	<b>170,700</b>	(100.0)	21,969	+14.8%	( - )
Cost of sales	118,703	(79.8)	<b>135,833</b>	(79.6)	17,130	+14.4%	(-0.2)
Gross profit	30,028	(20.2)	<b>34,867</b>	(20.4)	4,838	+16.1%	(+0.2)
SG&A expenses	24,523	(16.5)	<b>28,222</b>	(16.5)	3,699	+15.1%	(0.0)
Operating income	5,505	(3.7)	<b>6,644</b>	(3.9)	1,139	+20.7%	(+0.2)
Ordinary income	5,484	(3.7)	<b>6,759</b>	(4.0)	1,275	+23.3%	(+0.3)
Net income	2,596	(1.7)	<b>3,123</b>	(1.8)	527	+20.3%	(+0.1)

# Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 (3Q: December 1, 2006 to February 28, 2007)

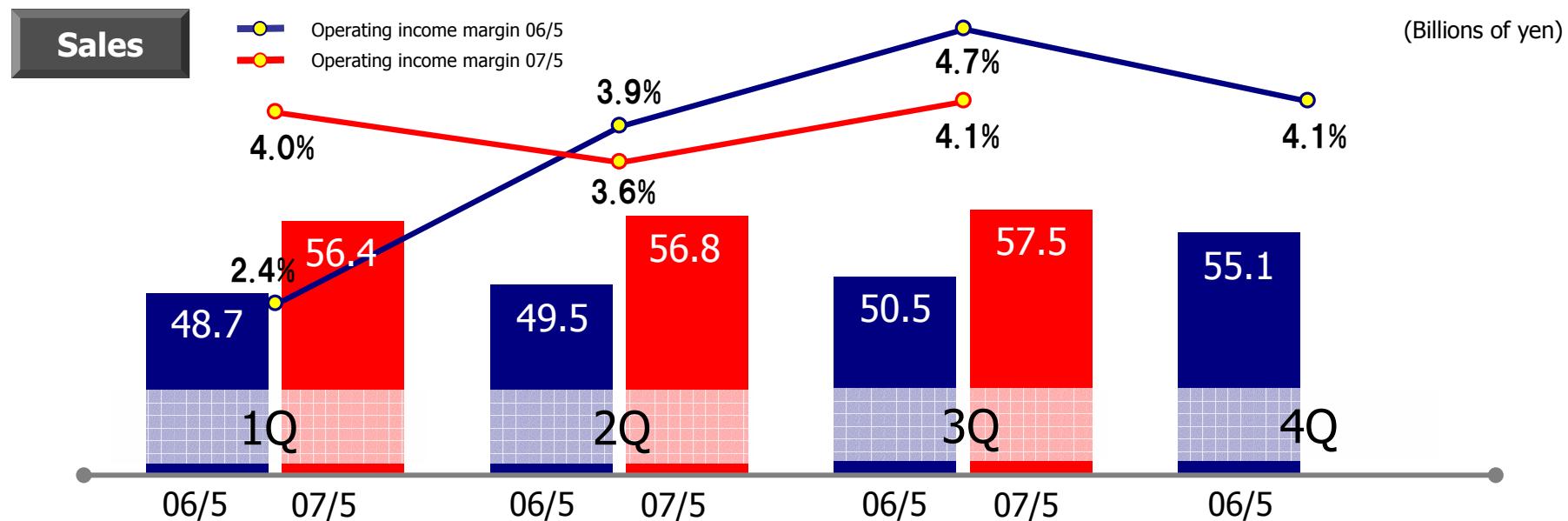


(Billions of yen)



(Millions of yen)	3Q 2006/5	(%)	3Q 2007/5	(%)	Increase and decrease	YoY	(%)
Sales	50,484	(100.0)	<b>57,498</b>	<b>(100.0)</b>	7,013	+13.9%	( - )
Cost of sales	39,869	(79.0)	<b>45,600</b>	<b>(79.3)</b>	5,730	+14.4%	(+0.3)
Gross profit	10,614	(21.0)	<b>11,897</b>	<b>(20.7)</b>	1,283	+12.1%	(-0.3)
SG&A expenses	8,232	(16.3)	<b>9,567</b>	<b>(16.6)</b>	1,335	+16.2%	(+0.3)
Operating income	2,382	(4.7)	<b>2,330</b>	<b>(4.1)</b>	-51	-2.2%	(-0.6)
Ordinary income	2,381	(4.7)	<b>2,367</b>	<b>(4.1)</b>	-13	-0.6%	(-0.6)
Net income	1,113	(2.2)	<b>1,050</b>	<b>(1.8)</b>	-62	-5.7%	(-0.4)

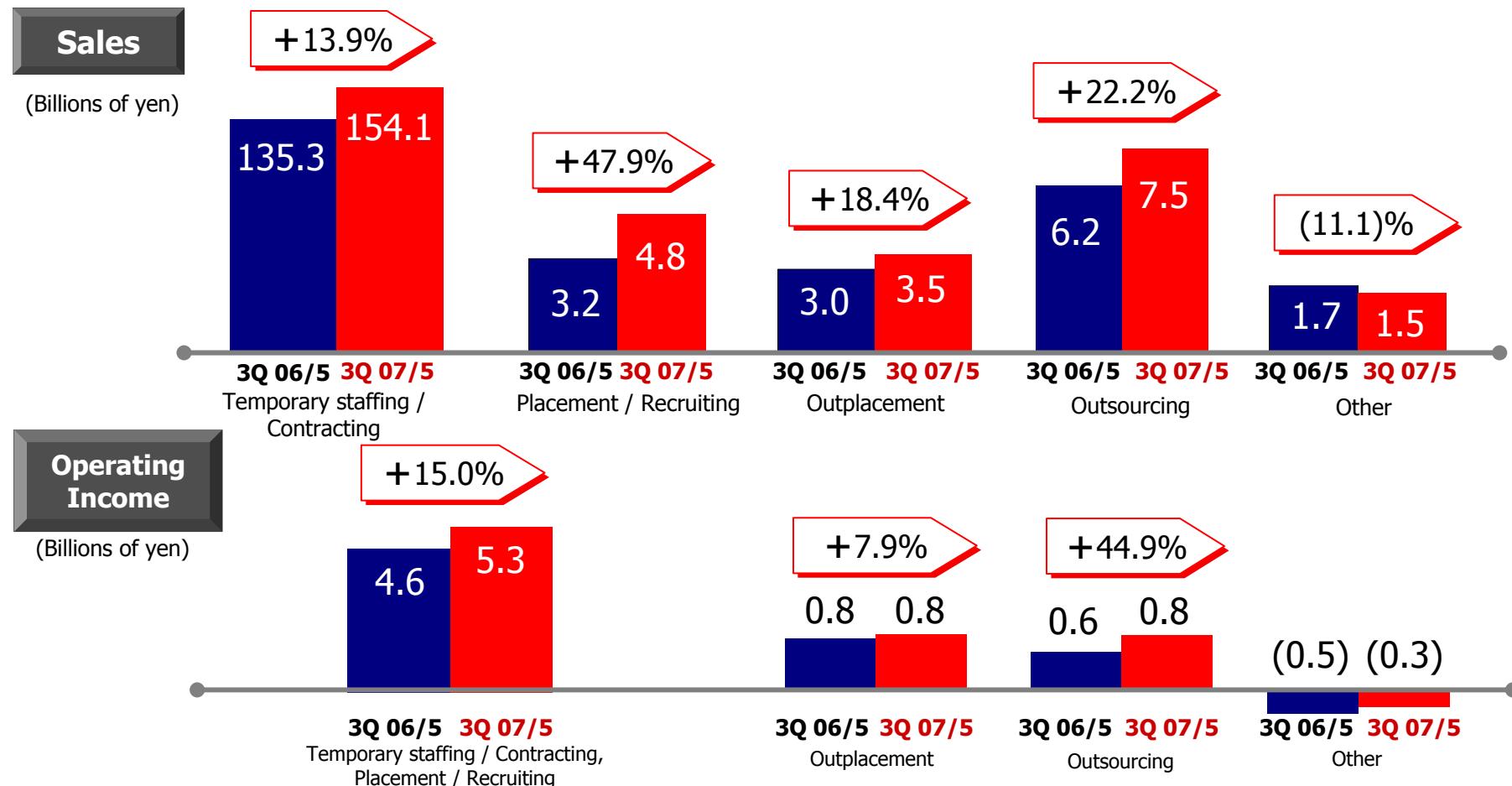
# Trends in Quarterly Consolidated Results



**Consolidated**

	1Q (June to August)			2Q (September to November)			3Q (December to February)		
	06/5	07/5	Change	06/5	07/5	Change	06/5	07/5	Change
Sales	48,726	<b>56,444</b>	<b>15.8%</b>	49,520	<b>56,757</b>	<b>14.6%</b>	50,484	<b>57,498</b>	<b>13.9%</b>
Gross profit	9,438	<b>11,308</b>	<b>19.8%</b>	9,975	<b>11,660</b>	<b>16.9%</b>	10,614	<b>11,897</b>	<b>12.1%</b>
SG&A expenses	8,250	<b>9,031</b>	<b>9.5%</b>	8,040	<b>9,623</b>	<b>19.7%</b>	8,232	<b>9,567</b>	<b>16.2%</b>
Operating income	1,188	<b>2,277</b>	<b>91.6%</b>	1,934	<b>2,037</b>	<b>5.3%</b>	2,382	<b>2,330</b>	<b>(2.2)%</b>
Ordinary income	1,207	<b>2,377</b>	<b>96.9%</b>	1,895	<b>2,014</b>	<b>6.2%</b>	2,381	<b>2,367</b>	<b>(0.6)%</b>
Net income	543	<b>1,125</b>	<b>107.1%</b>	939	<b>947</b>	<b>0.9%</b>	1,113	<b>1,050</b>	<b>(5.7)%</b>
Gross profit margin	19.4%	<b>20.0%</b>	<b>0.6pt</b>	20.1%	<b>20.5%</b>	<b>0.4pt</b>	21.0%	<b>20.7%</b>	<b>(0.3)pt</b>
SG&A expense ratio	17.0%	<b>16.0%</b>	<b>(1.0)pt</b>	16.2%	<b>16.9%</b>	<b>0.7pt</b>	16.3%	<b>16.6%</b>	<b>0.3pt</b>
Operating income margin	2.4%	<b>4.0%</b>	<b>1.6pt</b>	3.9%	<b>3.6%</b>	<b>(0.3)pt</b>	4.7%	<b>4.1%</b>	<b>(0.6)pt</b>
Ordinary income margin	2.5%	<b>4.2%</b>	<b>1.7pt</b>	3.8%	<b>3.5%</b>	<b>(0.3)pt</b>	4.7%	<b>4.1%</b>	<b>(0.6)pt</b>
Net income margin	1.1%	<b>2.0%</b>	<b>0.9pt</b>	1.9%	<b>1.7%</b>	<b>(0.2)pt</b>	2.2%	<b>1.8%</b>	<b>(0.4)pt</b>

# Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 by Business Segment (Nine-Months Cumulative: June 1, 2006 to February 28, 2007)



\* 1. Figures are before Group intersegment eliminations \* 2. Results for Temporary staffing / Contracting and Placement / Recruiting are recorded as one segment

(Millions of yen)

	Temporary staffing/Contracting				Placement / Recruiting				Outplacement				Outsourcing				Other				Eliminations & Corporate		
	06/3Q	07/3Q	Change	YoY	06/3Q	07/3Q	Change	YoY	06/3Q	07/3Q	Change	YoY	06/3Q	07/3Q	Change	YoY	06/3Q	07/3Q	Change	YoY	06/3Q	07/3Q	Change
<b>Sales</b>	135,310	154,105	18,794	13.9%	3,212	4,750	1,537	47.9%	2,977	3,526	548	18.4%	6,151	7,514	1,363	22.2%	1,695	1,506	(188)	(11.1)%	(615)	(703)	(87)
<b>Operating income</b>	4,634	5,328	694	15.0%	—	—	—	—	781	842	61	7.9%	551	799	247	44.9%	(460)	(330)	129	-	(1)	4	6
<b>Operating income margin</b>	3.3%	3.4%	-	0.1pt	—	—	—	—	26.2%	23.9%	-	(2.3)pt	9.0%	10.6%	-	1.6pt	-	-	-	-	-	-	-

# Trends in Quarterly Consolidated Results by Business Segment



(Millions of yen)

		1Q (Jun. to Aug.)			2Q (Sep. to Nov.)			3Q (Dec. to Feb.)		
		06/5	07/5	Change	06/5	07/5	Change	06/5	07/5	Change
Sales	Temporary staffing / Contracting	44,432	50,723	14.2%	45,178	51,213	13.4%	45,699	52,167	14.2%
	Placement / Recruiting	1,063	1,704	60.2%	999	1,516	51.8%	1,149	1,529	33.0%
	Outplacement	890	1,328	49.2%	1,007	1,260	25.0%	1,079	937	(13.2)%
	Outsourcing	2,033	2,415	18.8%	2,030	2,502	23.2%	2,086	2,596	24.4%
	Other	519	496	(4.3)%	505	495	(1.9)%	670	514	(23.3)%
Operating Income	Temporary staffing / Contracting, Placement / Recruiting	1,248	2,076	66.2%	1,582	1,411	(10.8)%	1,802	1,841	2.2%
	Outplacement	211	451	113.5%	275	350	27.3%	294	40	(86.3)%
	Outsourcing	(154)	(119)	—	264	340	28.5%	440	577	31.4%
	Other	(86)	(134)	—	(215)	(62)	—	(158)	(133)	—
Operating Margin	Temporary staffing / Contracting, Placement / Recruiting	2.7%	4.0%	1.3pt	3.4%	2.7%	(0.7)pt	3.8%	3.4%	(0.4)pt
	Outplacement	23.7%	34.0%	10.3pt	27.4%	27.8%	0.4pt	27.2%	4.3%	(22.9)pt
	Outsourcing	(7.6)%	(4.9)%	2.7pt	13.0%	13.6%	0.6pt	21.1%	22.3%	1.2pt
	Other	(16.6)%	(27.0)%	(10.4)pt	(42.7)%	(12.7)%	30.0pt	(23.6)%	(25.9)%	(2.3)pt

## Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 by Business Segment (Nine-Months Cumulative: June 1, 2006 to February 28, 2007)

Temporary staffing / Contracting

Net sales of ¥154,105 million (+13.9%)

- Continued firm demand from the corporate sector. Expansion in mobile phone number portability (MNP) demand.
- Increase in the number of new registrants, further progress in the use of existing registered staff  
⇒ Increase in the number of long-term staff

Placement / Recruiting

Net sales of ¥4,750 million (+47.9%)

Sales in Japan: ¥2,841 million (+34.6%), Sales overseas: ¥1,909 million (+73.4%)

- Increase in introductions in the high experience / skilled mid career employees and women categories.  
Immediate progress stalled due to the shortfall in consultants recruited.
- Firm results in overseas business. Contributions from the consolidation of Shanghai subsidiary.



Temporary staffing / Contracting, Placement / Recruiting

Net sales of ¥158,855 million (+14.7%) Operating income of ¥5,328 million (+15.0%)

- Improvements in margins between unit prices at the invoice and payment levels unchanged due to the impact of large-scale MNP-related contracts
- Increase in the number of temporary staff participating in social insurance reflecting stability in long-term temporary staff. As a result, temporary staffing gross profit margins declined year on year.
- Improvement in segment gross profit margins due to growth in the relatively high profit placement and recruiting business.
- Segment operating income margin: 3.4% (3.3 % in the corresponding period of the previous fiscal year)

## **Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 by Business Segment (Nine-Months Cumulative: June 1, 2006 to February 28, 2007)**

### **Outplacement**

Net sales of ¥3,526 million (+18.4%) Operating income of ¥842 million (+7.9%)

- Temporary slump in consultant utilization capacity due to weak orders after the robust condition in the first half.  
Slowdown in the pace of growth currently.
- Going on order growth through initiatives including M&A and business integration

### **Outsourcing**

Net sales of ¥7,514 million (+22.2%) Operating income of ¥799 million (+44.9%)

- Increased demand for employee welfare benefits outsourcing services
- High value-added sales promotion: cafeteria plan, total compensation, others
- Successful establishment of new businesses such as the customer loyalty program
- Improved profitability through greater efficiencies resulting in reduced SG&A expenses

### **Other**

Net sales of ¥1,506 million (-11.1%)

Operating loss of ¥330 million (1Q FY ended 2006 operating loss ¥460 million)

- Healthy trends in the child-care and nursing care-related businesses
- Accelerate effective collaboration between Web-based and other businesses
- Decline in year-on-year sales due in part to the sale of Home Computing Network Inc.

# Financial Condition and Cash Flows

## Financial Standing

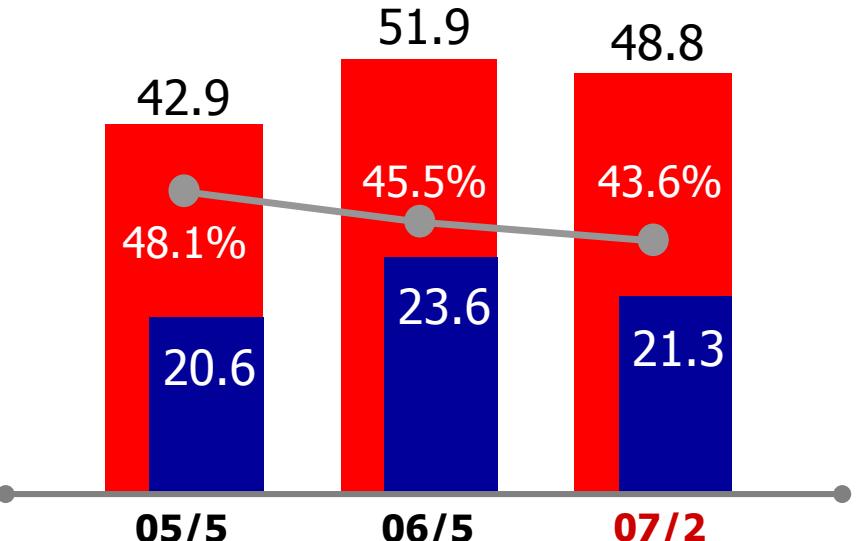
As of February 28, 2007

\*Figures in parentheses indicate changes from the end of the previous fiscal year.

Assets ¥48.8 billion (-¥3.2 billion)	Liabilities ¥23.2 billion (-¥1.1 billion)	Liabilities Shareholders' Equity ¥21.3 billion (-¥2.4 billion)	Net Assets Minority Interests ¥4.3 billion (+¥0.3 billion)
--	---	---	--

## Total Assets, Shareholders' Equity, Equity Ratio

■ Total Assets ■ Shareholders' Equity — Equity ratio (Billions of yen, %)



## Cash Flows

	3Q 06/5	3Q 07/5
Cash flows from operating activities	1.9	1.0
Cash flows from investing activities	(3.4)	(2.5)
Cash flows from financing activities	(0.7)	(2.6)
Free cash flows	(1.5)	(1.5)

- Income before income taxes and minority interests      ¥6.6 billion
- Increase in notes and accounts receivable      (¥0.8 billion)
- Decrease in accounts payable – trade      (¥1.0 billion)
- Income taxes paid      (¥4.4 billion)
  
- Acquisition of tangible fixed assets      (¥0.8 billion)
- Acquisition of intangible fixed assets      (¥0.6 billion)
- Acquisition of investment securities      (¥0.5 billion)
  
- Increase in short-term loans payable      ¥3.0 billion
- Payments for acquisition of treasury stock      (¥4.3 billion)
- Cash dividends paid      (¥1.3 billion)

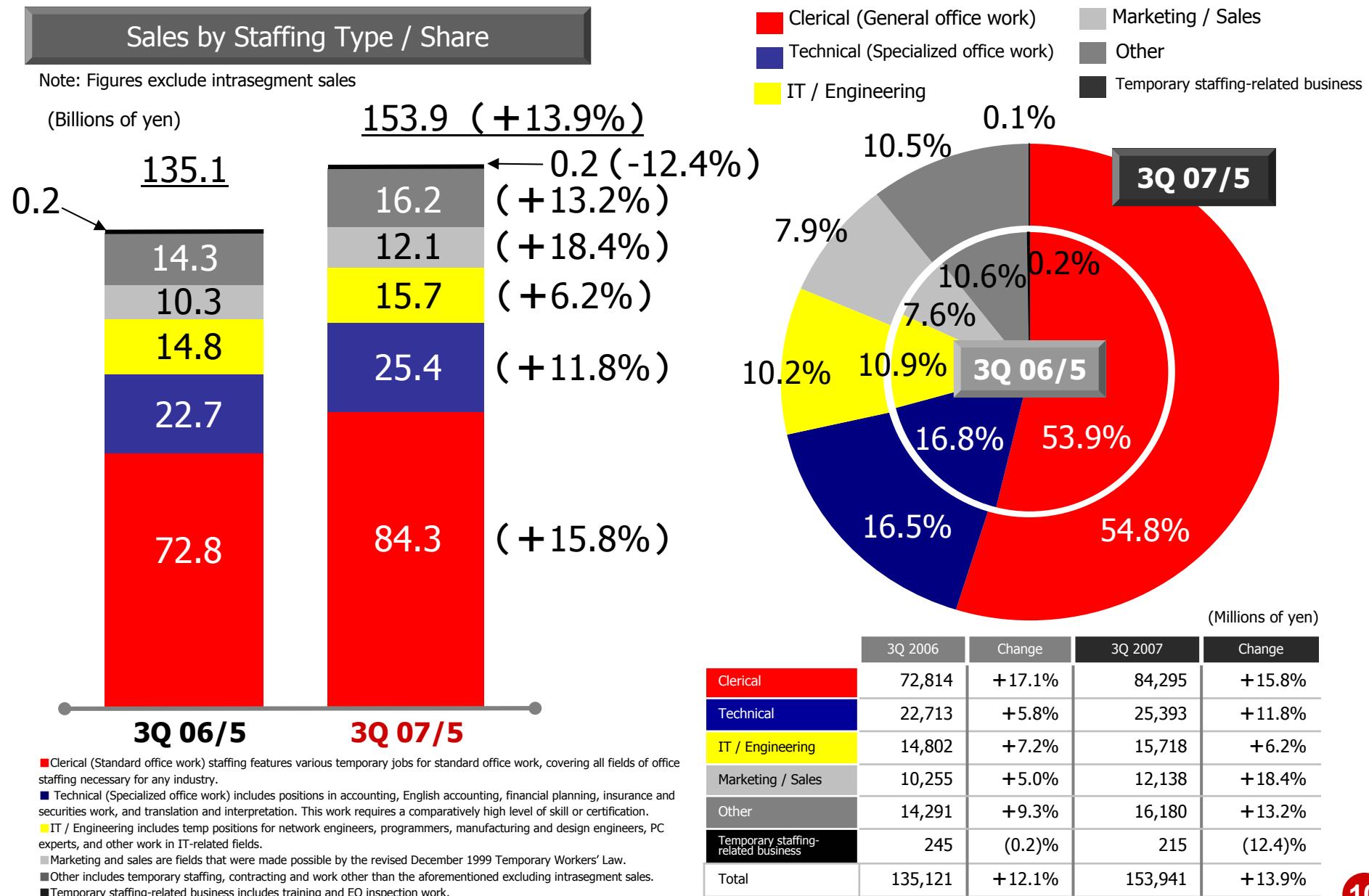
# Overview by Business Segment

---

※ Units in billions of yen have been rounded to the nearest first decimal place. Units in millions of yen have been rounded down.

# Temporary Staffing / Contracting

(Nine-months cumulative: June 1, 2006 to February 28, 2007)



# Temporary Staffing / Contracting (Non-Consolidated)



(Pasona data: Number of people)

60,000

## Temporary Staff at Work

(Japan Staffing Service Association: number of people)

350,000

50,000

40,000

30,000

20,000

### Japan Staffing Service Association Data

- Data from the Japan Temporary Staffing Association. An increase of five regions (Hokkaido, Tohoku, Chugoku, Shikoku and Kyushu) from the prior three regions (Tokyo Metropolitan, Chubu and Kansai) has been made to the survey taken at the end of 2002 for a total of eight regions.
- The published figures are the most recent as of the date figures were announced. Previous period's figures have been restated in line with adjustments in Association members and other factors in the period under review. (Data announced February 2007)
- Actual number of working staff as of the end of each month (including short term and one-off).

◆ Number of temporary staff at work※

● Number of temporary staff at work  
(Long-term — Pasona monthly average)

2001 2002 2003 2004 2005 2006 2007

	2004				2005				2006				2007			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Industry-wide	240,670	250,373	259,060	270,275	276,753	285,101	295,170	301,838	303,828	311,648	318,027	325,350	327,110	334,570		
YoY	6.1%	7.3%	8.6%	11.8%	15.0%	13.9%	13.9%	11.7%	9.8%	9.3%	7.7%	7.8%	7.7%	7.4%		
Pasona (Non-consolidated)	28,372	29,543	31,295	33,138	33,510	34,208	35,611	36,395	36,314	37,103	38,446	* 40,096	40,745	41,676	43,832	
YoY	(0.5)%	3.2%	8.8%	16.0%	18.1%	15.8%	13.8%	9.8%	8.4%	8.5%	8.0%	10.2%	12.2%	12.3%	14.0%	
New graduate/Care compensation				17.8%	17.9%	16.2%	12.3%	10.9%	8.7%	—	—	—	—	—	—	—

Nine months cumulative

■ Orders (long term) Monthly Average		■ Contract Starts (long term) Monthly Average				■ Contracts Completions (long term) Monthly Average				
	Number	YoY		Number	YoY		Number	YoY		
3Q 06/5	7,258	5.3%	3Q 06/5	2,759	(4.6)%	3Q 06/5	2,580	(13.8)%		
3Q 07/5	7,994	10.1%	3Q 07/5	3,088	11.9%	3Q 07/5	2,852	10.5%		
■ Rate of Contracts Signed (Long-Term Contract Starts / Long-Term Orders)		■ Temporary Staffing rates				■ Cumulative Number of New Registrants (Consolidated / Japan)				
	Contract Rate	YoY		Invoice Rate	YoY	Payment Rate	YoY		Number	YoY
3Q 06/5	38.0%	(4.0)	3Q 06/5	2,047	1.1%	1,512	2.3%	3Q 06/5	67,164	(0.6)%
3Q 07/5	38.6%	0.6	3Q 07/5	2,047	0.0%	1,505	(0.5)%	3Q 07/5	73,805	9.9%

● Socio Inc. merged with Pasona Inc. during the fourth quarter of the fiscal year ended May 31, 2006. Included in number of Temporary Staff at work.  
From the 1Q of the fiscal year ending May 31, 2007, information for Socio Inc. is included in monthly average orders, contracts starts, contract completions, rates of contracts signed and temporary staffing rates for temporary staff at work.

-Non-consolidated Pasona data  
-Figures for Temporary Staff at Work (monthly average), orders, contract starts, completions and contract rate exclude Special Project matters beyond September 2002  
-New method applied with gross work hours as a base for Temporary Staffing prices beyond May 2004  
-Data for Number of Contract Starts and Completions has been revised due to an error in previously reported data for a portion of the first half data for the fiscal year ended May 31, 2004  
-3Q 06/5 annual data is the average for the nine-month period from June 2006 through February 2007  
-The number of new registrants on a consolidated basis  
Data disclosed for the temporary staffing business in Japan.  
Figures for Pasona Inc. (June 2006 to February 2007) and subsidiary companies (April 2006 to December 2006)

# Temporary Staffing / Contracting (Unit Price / Non-Consolidated)

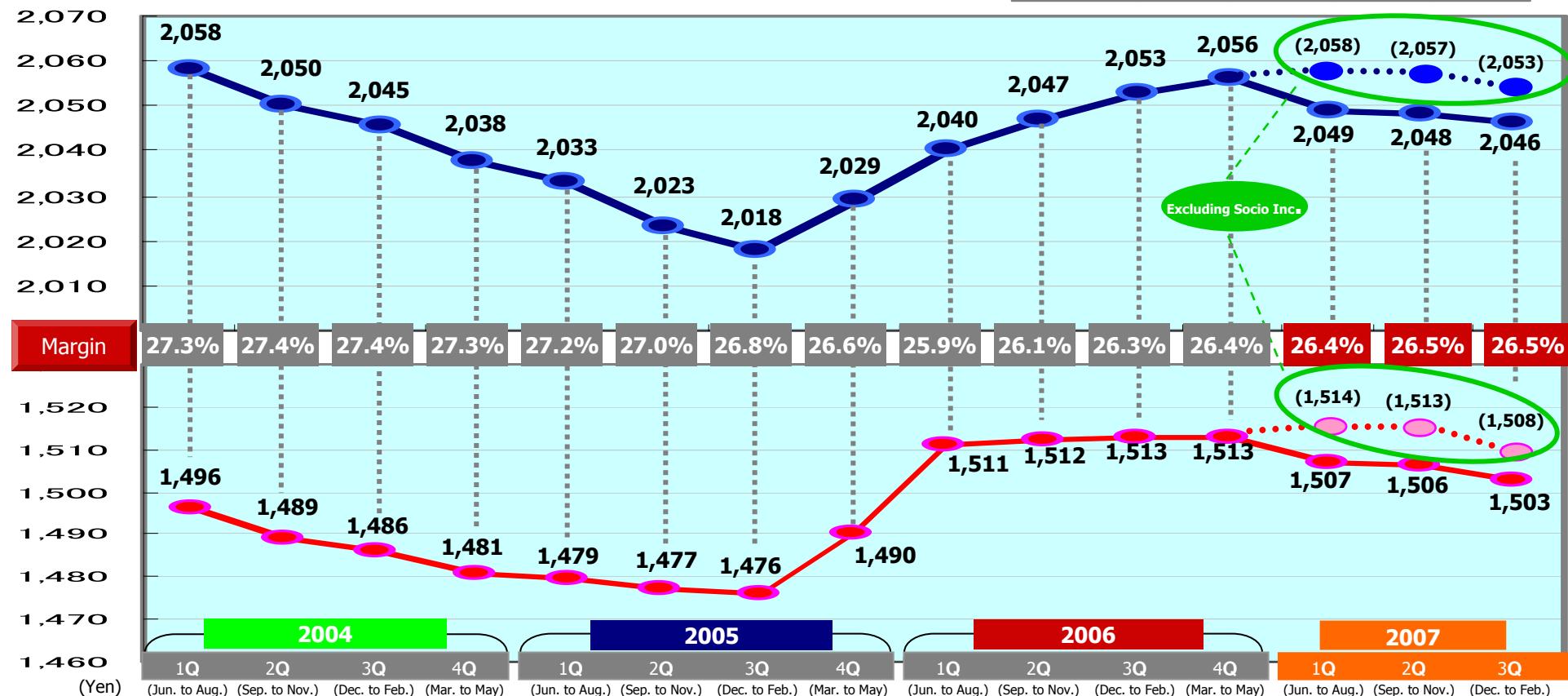


Spread between unit prices at the invoice and payment levels  
stagnant due to the effects of large-scale contracts from the 2Q

Annual average estimate: 26.4%

	2004	2005	2006	YoY
Invoice Rates	2,048	2,026	2,049	1.1%
Payment Rates	1,488	1,481	1,512	2.1%
Margin	27.3%	26.9%	26.2%	(0.7)%

Invoice Rate

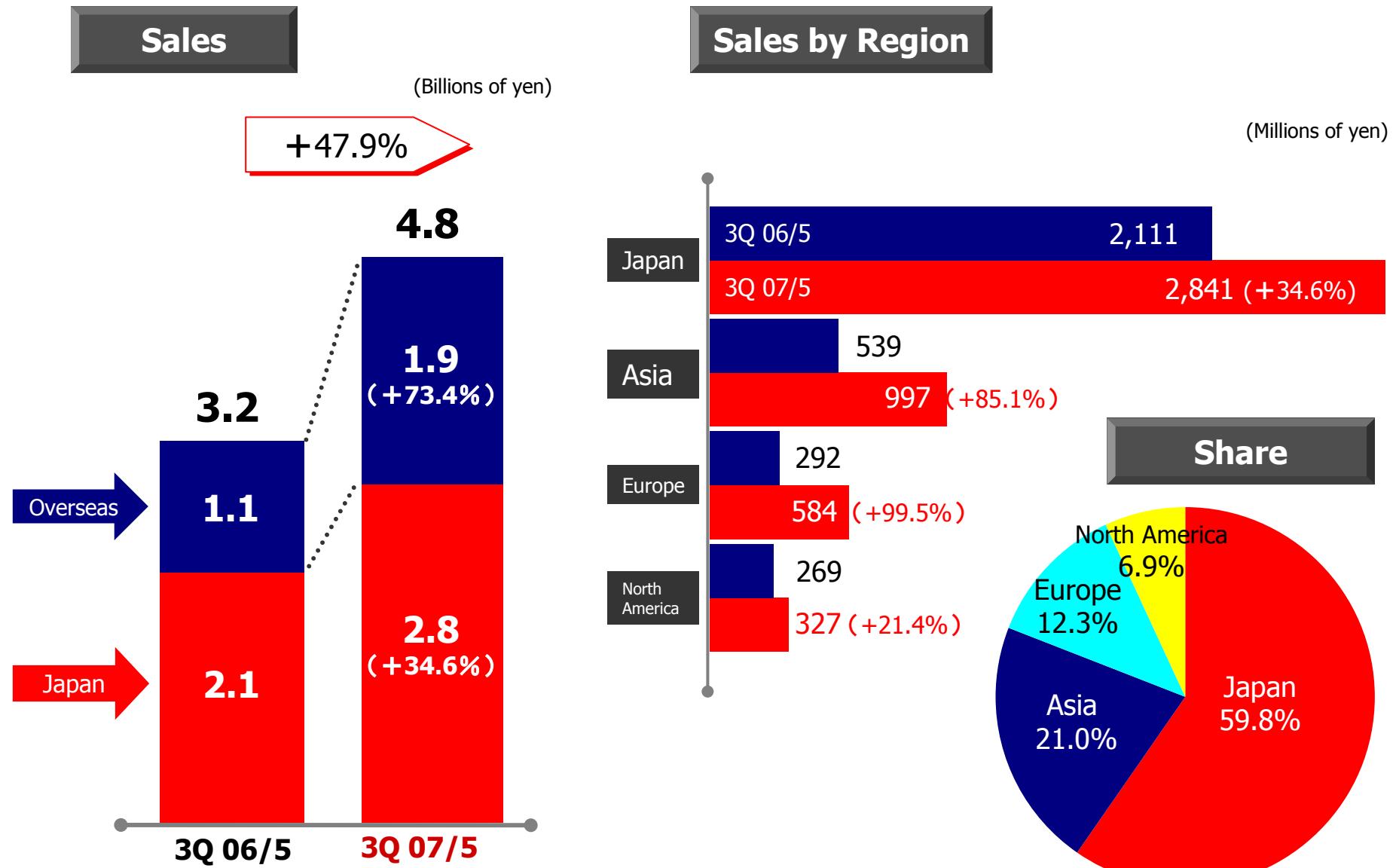


Payment Rate

Note: Pasona (Non-consolidated) / Average hourly unit price across all segments (weighted average)  
Note: Figures for the fiscal year ending May 31, 2007 are inclusive of Socio Inc.

# Placement / Recruiting (Pasona Career, Inc., Others)

(Nine-Month Cumulative: June 1, 2006 to February 28, 2007)



# Forecast of Consolidated Results

---

※ Units in billions of yen have been rounded to the nearest first decimal place. Units in millions of yen have been rounded down.

## Forecasts and Progress for the Fiscal Year Ending May 31, 2007 (Consolidated)

**Steady demand for human resources in the second half**

- ▶ Efforts to further bolster the temporary staffing and placement and recruiting businesses through new investment Revenues and earnings in line with estimates at the beginning of the period due to implementation of deferred items from the first half and new investment in the second half

### Temporary Staffing

Establishment of new registration offices in the Shin Marunouchi Building, at Omotesando and Fuchu

The unit price spread expected to slightly contract owing to the impact of large-scale orders

### Placement and Recruiting

Nationwide operations commenced under the banner of Pasona Career

Results expected to meet estimates due to delay to achieve consultant employment plans

### Outplacement

Based on order results and trends in the first half, the pace of growth expected to weaken in the second half

Results expected to meet estimates for the full fiscal year

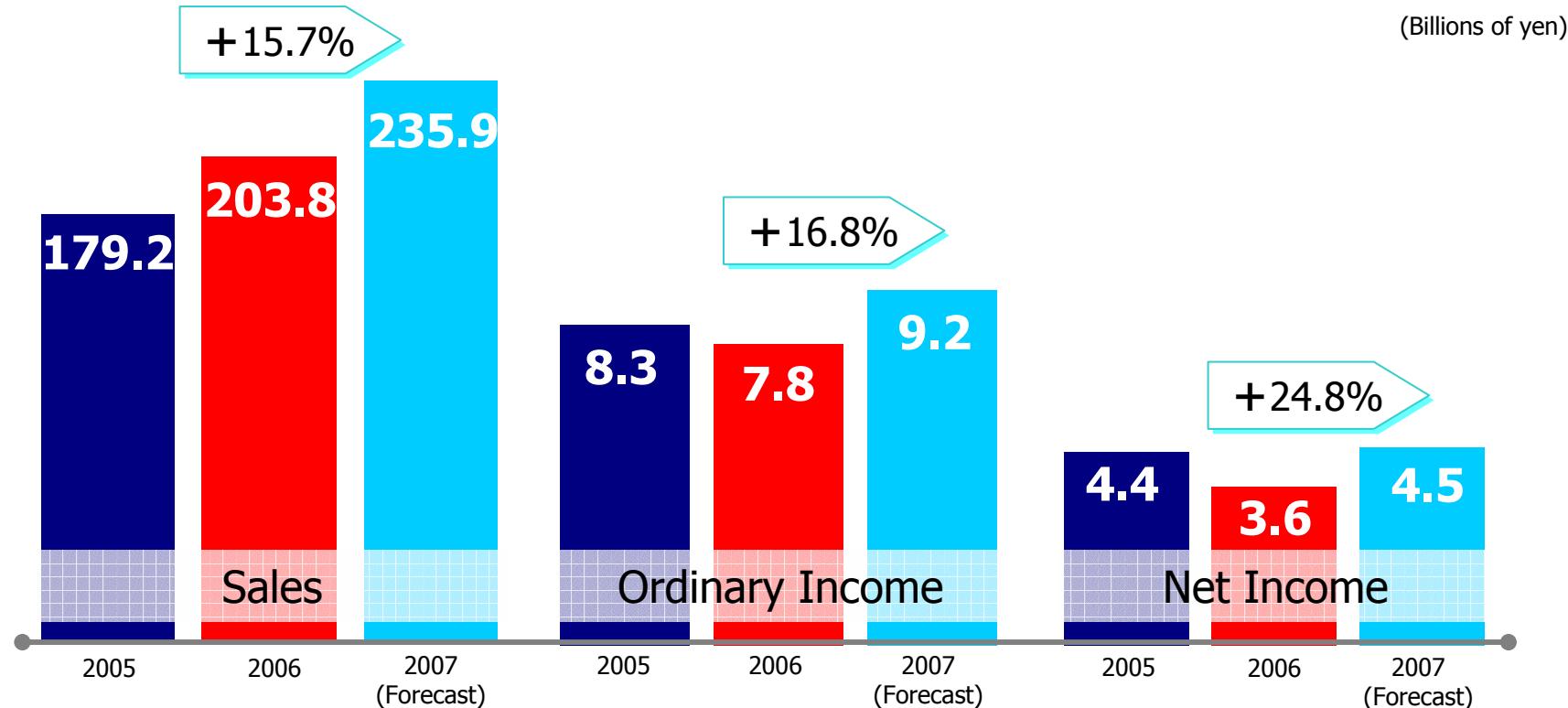
### Outsourcing

Continued steady performance through to the second half in core welfare benefit outsourcing activities

#### ● Interim progress rate of annual plan



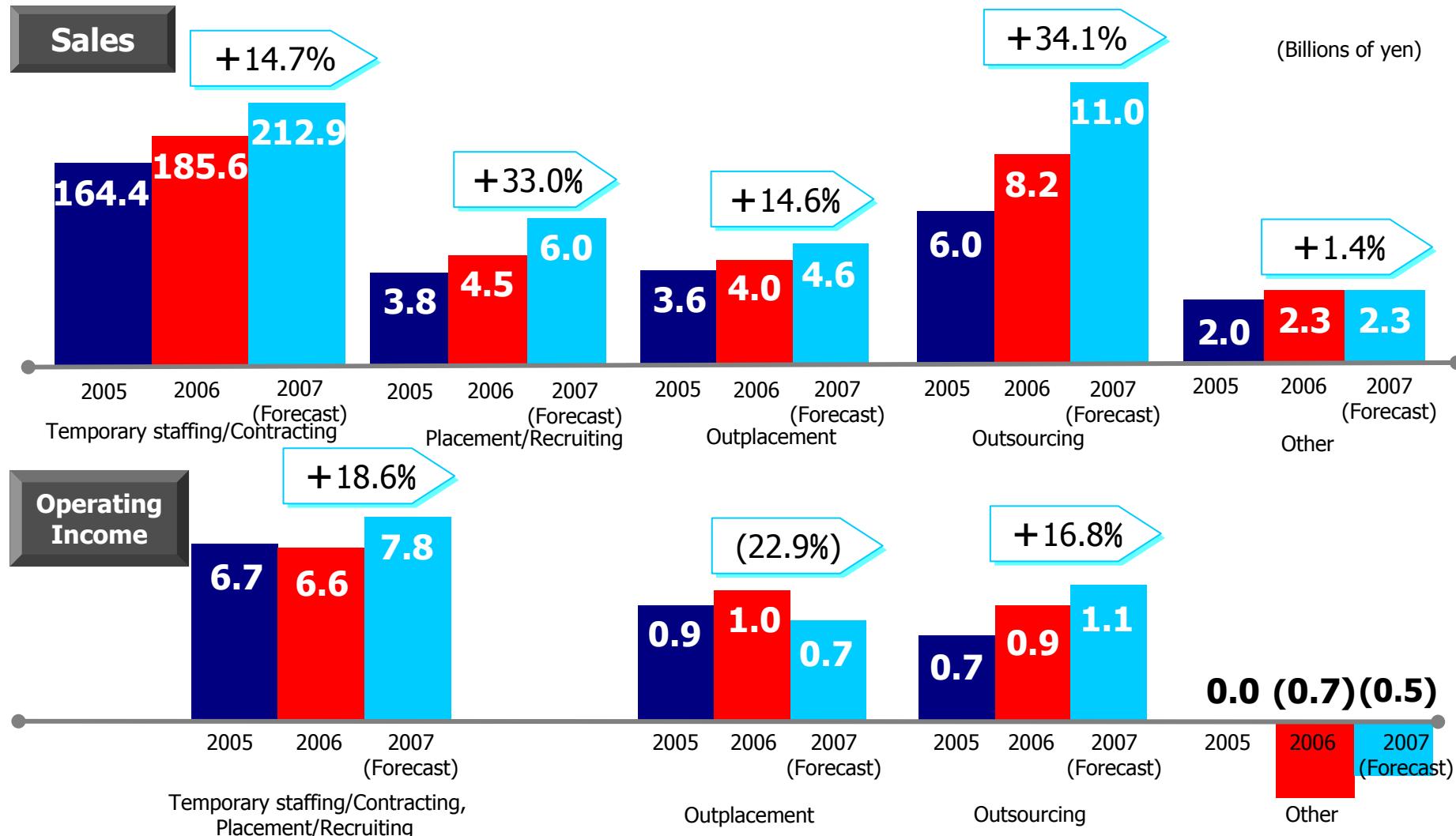
## Consolidated Forecasts



(Millions of yen)	2006	(%)	2007 (Forecast)	(%)	YoY
Sales	203,815	(100.0)	235,900	(100.0)	+15.7%
Gross profit	41,236	(20.2)	48,130	(20.4)	+16.7%
Operating income	7,745	(3.8)	9,080	(3.9)	+17.3%
Ordinary income	7,844	(3.8)	9,150	(3.9)	+16.8%
Net income	3,588	(1.8)	4,470	(1.9)	+24.8%

Note: For earnings forecasts, amount of less than 10 million yen are rounded down

# Consolidated Forecasts by Business Segment



Note 1: Segment data is before intersegment eliminations.

Note 2: Temporary staffing / Contracting and Placement and Recruiting are recorded as the one segment. \*For earnings forecasts, amount of less than 10 million yen are rounded down (Millions of yen)

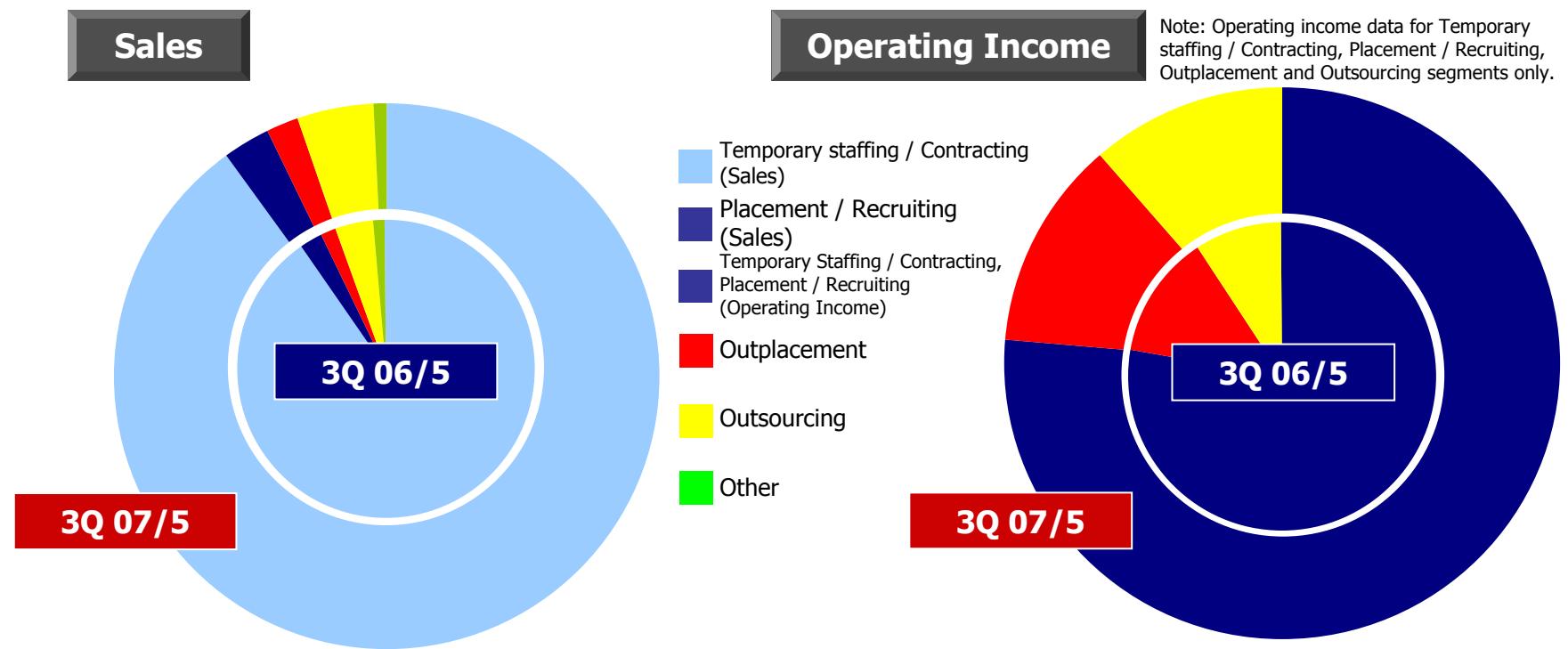
	Temporary staffing/ Contracting			Placement/ Recruiting			Outplacement			Outsourcing			Other		
	2006	2007	YoY	2006	2007	YoY	2006	2007	YoY	2006	2007	YoY	2006	2007	YoY
<b>Sales</b>	185,584	212,860	14.7%	4,542	6,040	33.0%	4,008	4,590	14.6%	8,219	11,020	34.1%	2,303	2,330	1.4%
<b>Operating Income</b>	6,556	7,770	18.6%				966	740	(22.9)%	903	1,050	16.8%	(699)	(490)	-

# Reference

---

※ Units in billions of yen have been rounded to the nearest first decimal place. Units in millions of yen have been rounded down.

**Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007  
by Business Segment Composition (Nine-Month Cumulative: June 1, 2006 to February 28, 2007)**

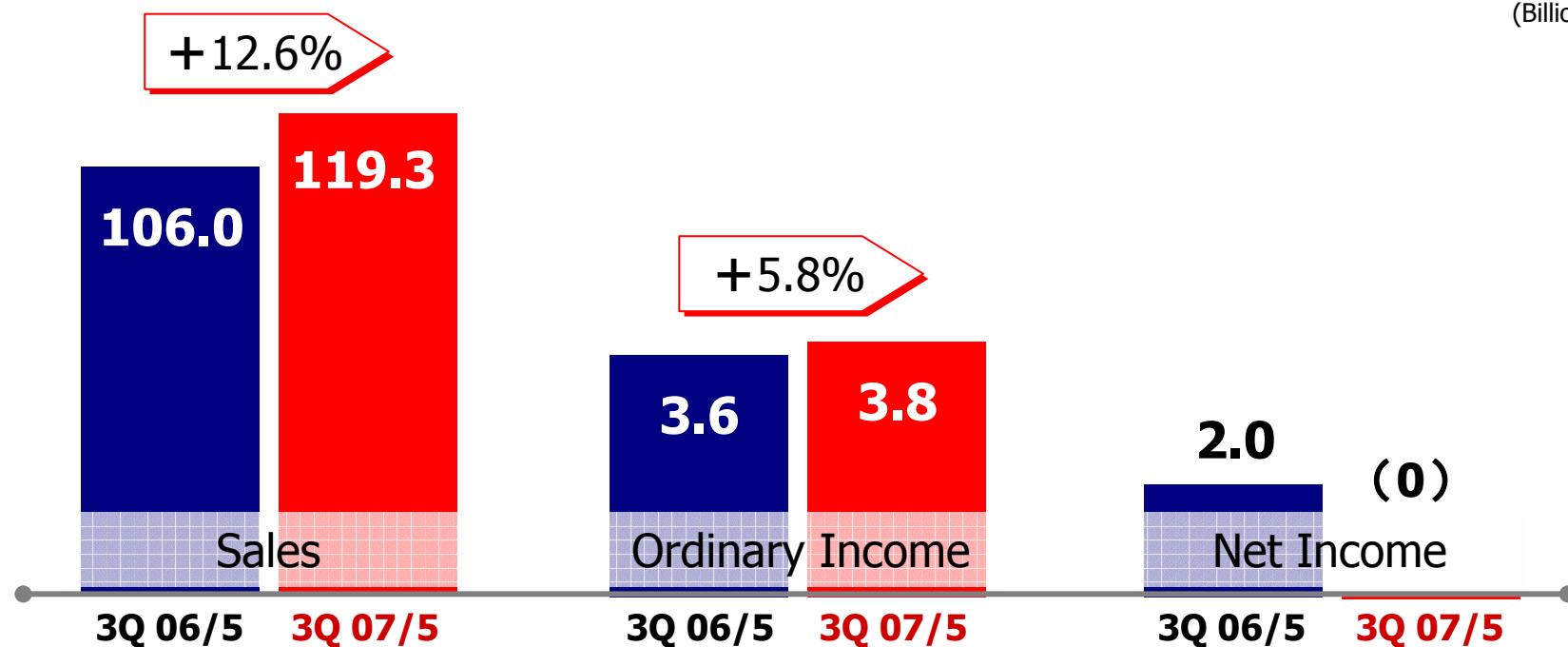


	3Q 06/5		3Q 07/5		(Millions of yen)			
	Sales	%	Operating Income	%	Sales	%	Operating Income	%
Temporary staffing / Contracting	135,310	91.0%	4,634	84.2%	154,105	90.2%	5,328	80.2%
Placement / Recruiting	3,212	2.1%			4,750	2.8%		
Outplacement	2,977	2.0%	781	14.2%	3,526	2.1%	842	12.7%
Outsourcing*	6,151	4.1%	551	10.0%	7,514	4.4%	799	12.0%
Other	1,695	1.2%	(460)	(8.4)%	1,506	0.9%	(330)	(5.0)%
Eliminations & Corporate	(615)	(0.4)%	(1)	-	(703)	(0.4)%	4	0.1%
Total	148,731	100.0%	5,505	100.0%	170,700	100.0%	6,644	100.0%

**Non-Consolidated Results for the 3Q of the Fiscal Year Ending  
May 31, 2007 (Nine-Months Cumulative: June 1, 2006 to February 28, 2007)**



(Billions of yen)

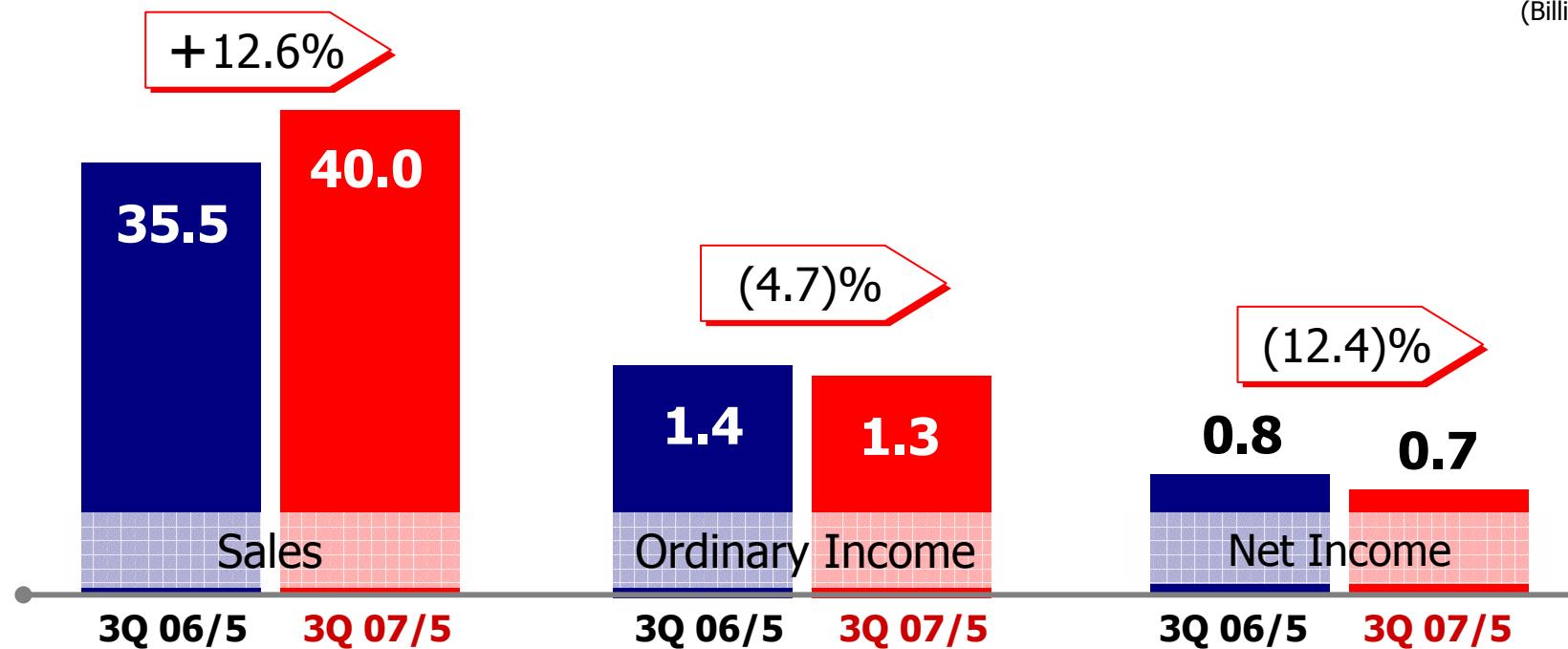


(Millions of yen)	3Q 06/5	(%)	3Q 07/5	(%)	Increase and decrease	YoY	(%)
Sales	105,960	(100.0)	119,258	(100.0)	13,298	+12.6%	( - )
Cost of sales	88,780	(83.8)	100,109	(83.9)	11,329	+12.8%	(+0.1)
Gross profit	17,179	(16.2)	19,149	(16.1)	1,970	+11.5%	(-0.1)
SG&A expenses	13,685	(12.9)	15,480	(13.0)	1,795	+13.1%	(+0.1)
Operating income	3,493	(3.3)	3,669	(3.1)	176	+5.0%	(-0.2)
Ordinary income	3,608	(3.4)	3,819	(3.2)	211	+5.8%	(-0.2)
Net income	2,026	(1.9)	-38	(-)	-2,064	-	( - )

# Non-Consolidated Results for the 3Q of the Fiscal Year Ending May 31, 2007 (3Q: December 1, 2006 to February 28, 2007)

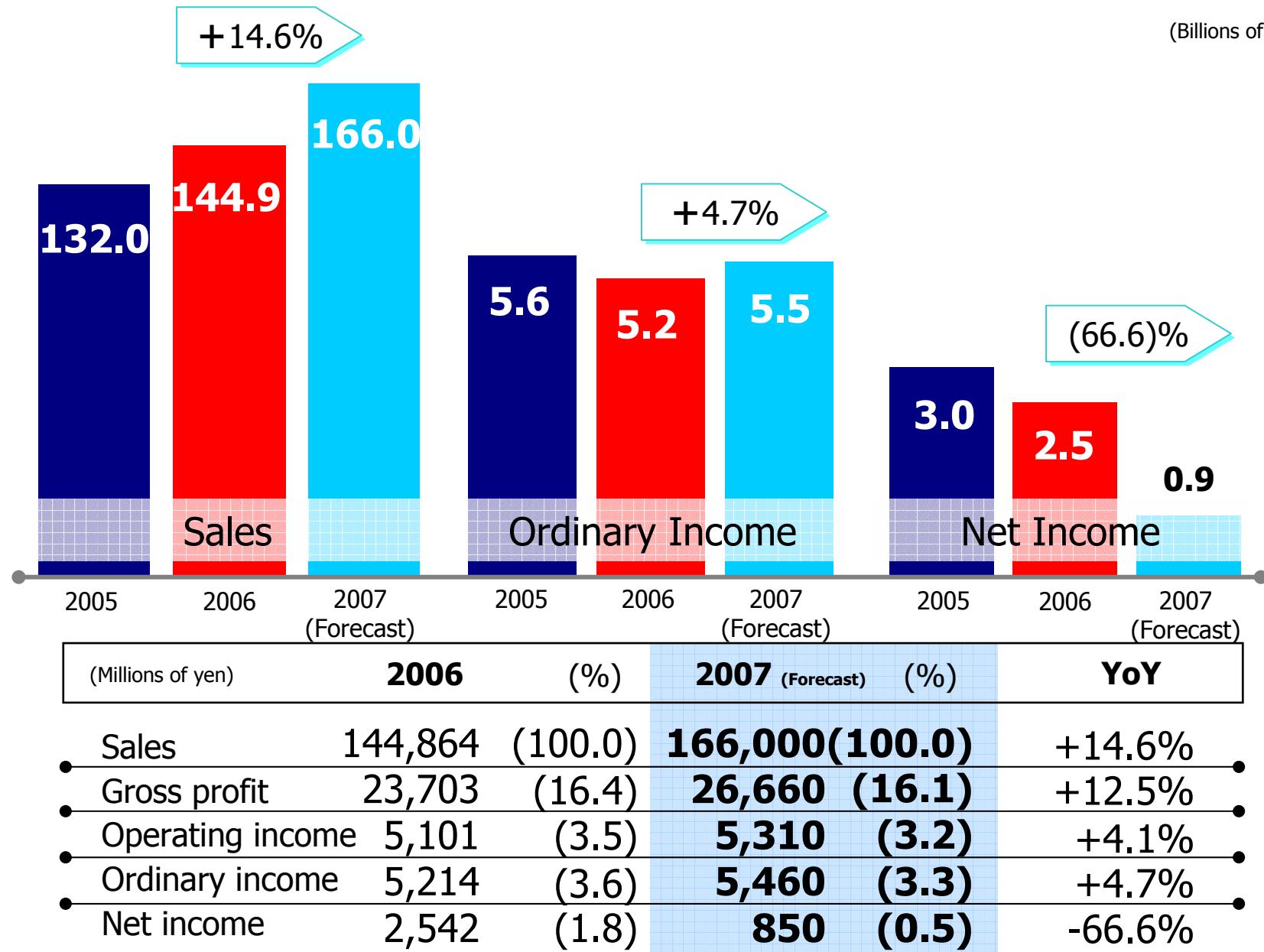


(Billions of yen)

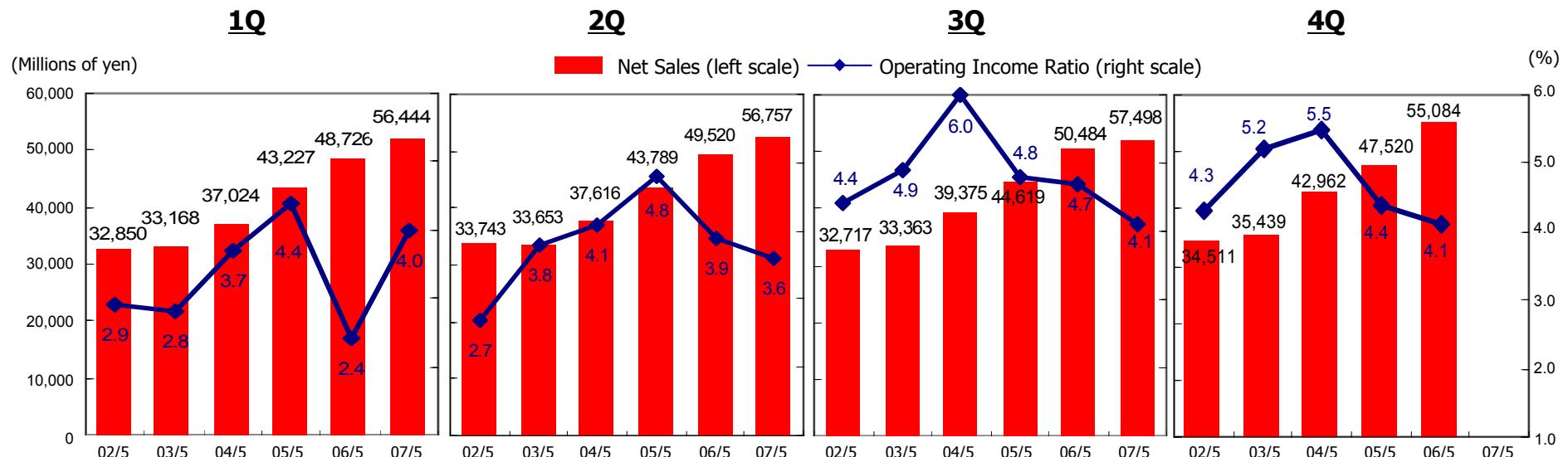


(Millions of yen)	3Q 06/5	(%)	3Q 07/5	(%)	Increase and decrease	YoY	(%)
Sales	35,496	(100.0)	<b>39,977</b>	<b>(100.0)</b>	4,480	+12.6%	( - )
Cost of sales	29,639	(83.5)	<b>33,439</b>	<b>(83.6)</b>	3,800	+12.8%	(+0.1)
Gross profit	5,857	(16.5)	<b>6,538</b>	<b>(16.4)</b>	680	+11.6%	(-0.1)
SG&A expenses	4,471	(12.6)	<b>5,212</b>	<b>(13.0)</b>	741	+16.6%	(+0.4)
Operating income	1,386	(3.9)	<b>1,326</b>	<b>(3.3)</b>	-60	-4.4%	(-0.6)
Ordinary income	1,382	(3.9)	<b>1,317</b>	<b>(3.3)</b>	-65	-4.7%	(-0.6)
Net income	789	(2.2)	<b>691</b>	<b>(1.7)</b>	-98	-12.4%	(-0.5)

## Forecasts for the Fiscal Year Ending May 31, 2007 (Non-Consolidated)



# Quarterly Results



## Quarterly Results

Net Sales	1st quarter	2nd quarter	3rd quarter	4th quarter	Full term
2002	32,850	33,743	32,717	34,511	133,822
2003	33,168	33,653	33,363	35,439	135,625
2004	37,024	37,616	39,375	42,962	156,979
2005	43,227	43,789	44,619	47,520	179,156
2006	48,726	49,520	50,484	55,084	203,815
2007	56,444	56,757	57,498	—	—

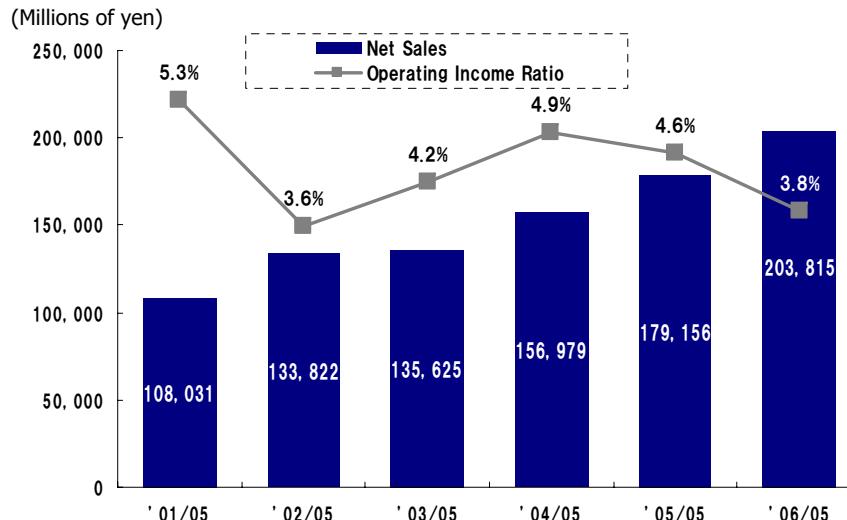
Ordinary Income	1st quarter	2nd quarter	3rd quarter	4th quarter	Full term
2002	886	851	1,113	1,370	4,222
2003	884	1,201	1,638	1,648	5,373
2004	1,348	1,359	2,280	2,341	7,329
2005	1,906	2,083	2,116	2,183	8,289
2006	1,207	1,895	2,381	2,360	7,844
2007	2,377	2,014	2,367	—	—

Operating Income	1st quarter	2nd quarter	3rd quarter	4th quarter	Full term
2002	967	910	1,440	1,467	4,786
2003	939	1,272	1,629	1,845	5,687
2004	1,362	1,529	2,380	2,375	7,648
2005	1,888	2,093	2,159	2,096	8,238
2006	1,188	1,934	2,382	2,240	7,745
2007	2,277	2,037	2,330	—	—

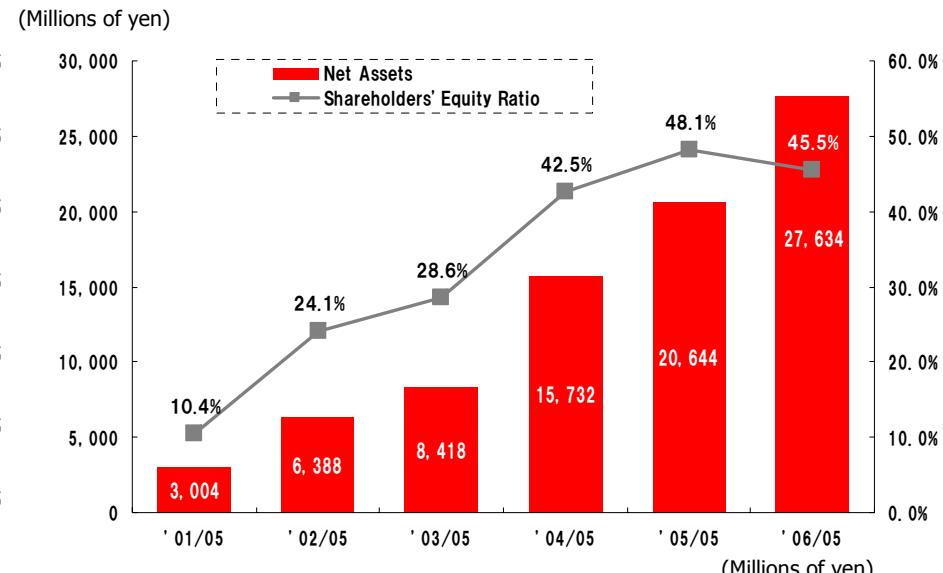
Net Income	1st quarter	2nd quarter	3rd quarter	4th quarter	Full term
2002	290	532	476	675	1,974
2003	394	537	768	326	2,027
2004	642	630	1,110	1,263	3,647
2005	955	1,364	979	1,065	4,363
2006	543	939	1,113	992	3,588
2007	1,125	947	1,050	—	—

# Key Indicators (Full Year)

## Net Sales and Operating Income Ratio



## Net Assets and Shareholders' Equity Ratio



## Full FY Results Indicator

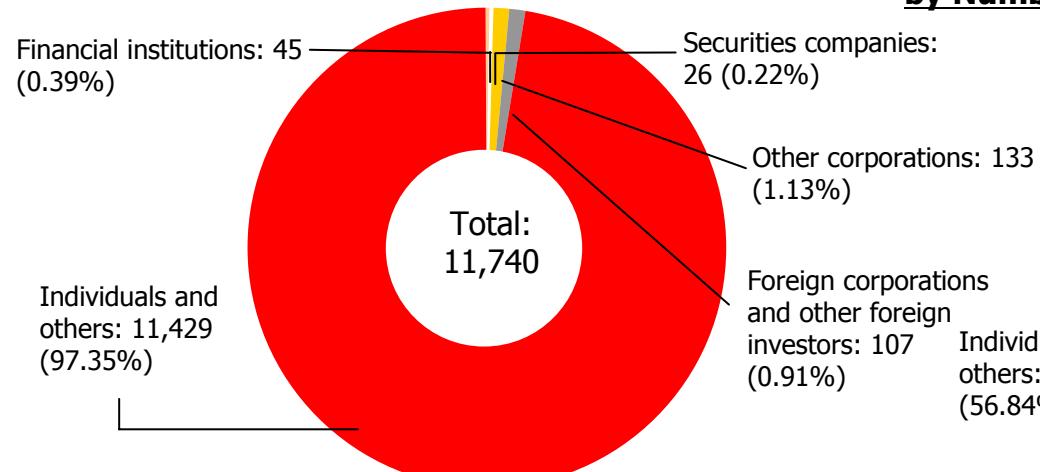
Key Indicators	'01/05	'02/05	'03/05	'04/05	'05/05	'06/05
Net Sales	108,031	133,822	135,625	156,979	179,156	203,815
Gross Profit Margin	20.8%	18.2%	19.7%	20.9%	20.8%	20.2%
SG&A Expenses	16,695	19,557	21,058	25,104	28,992	33,491
SGA Expenses Ratio	15.5%	14.6%	15.5%	16.0%	16.2%	16.4%
Operating Income	5,742	4,786	5,687	7,648	8,238	7,745
Operating Income Ratio	5.3%	3.6%	4.2%	4.9%	4.6%	3.8%
Ordinary Income	5,464	4,222	5,373	7,329	8,289	7,844
Ordinary Income Ratio	5.1%	3.2%	4.0%	4.7%	4.6%	3.8%
Net Income (Loss)	(6,849)	1,974	2,027	3,647	4,363	3,588
Return on Sales	(6.3)%	1.5%	1.5%	2.3%	2.4%	1.8%
Total Assets	28,849	26,526	29,425	37,004	42,884	51,931
Net Assets *1	3,004	6,388	8,418	15,732	20,644	27,634
Shareholders' Equity Ratio *2	10.4%	24.1%	28.6%	42.5%	48.1%	45.5%
Current Ratio	114.3%	121.6%	122.3%	160.2%	182.8%	170.8%
Number of Employees (Does not include contract workers)	1,371	1,537	1,687	1,979	2,204	2,608

Notes: 1. Presentation of shareholders' equity amended to a net assets basis in line with changes to accounting standards and policies. Minority interests of ¥3,988 million included in presentation of net assets as of May 31, 2006

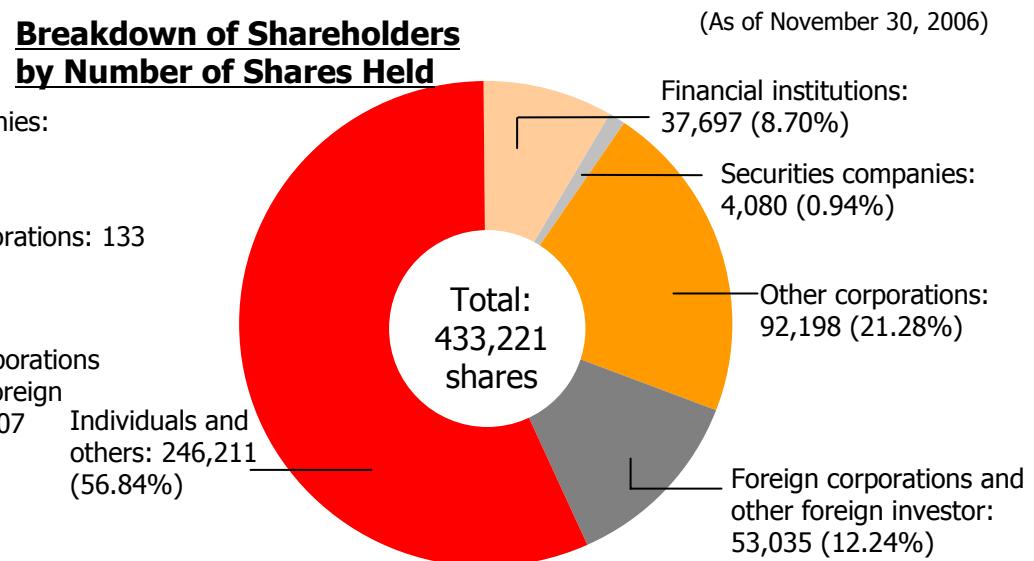
2. Despite changes in calculation methods for net assets following the introduction of changes to accounting standards and policies, the shareholders' equity ratio for the fiscal year ended May 31, 2006 is calculated utilizing an amount equivalent to net assets applicable to common shares

# Stock Information

## Breakdown of Shareholders by Type



## Breakdown of Shareholders by Number of Shares Held



(As of November 30, 2006)

Note: Shares held by the Japan Securities Depository Center are included in "Other corporation," and treasury stock is included in "Individuals and others."

## Principal Shareholders

	No. of Shares Held	%
Yasuyuki Nambu	147,632	34.08%
Nikko Cordial Corporation	45,608	10.53%
Nambu Finance Inc.	30,000	6.92%
State Street Bank and Trust Company	11,131	2.57%
Yamato Life Insurance Co.	9,918	2.29%
Japan Trustees Service Bank, Ltd. (Trust Account)	9,435	2.18%
Eizaburo Nambu	9,000	2.08%
Nambu Enterprise Inc.	5,688	1.31%
<b>The Master Trust Bank of Japan, Ltd. (Trust Account)</b>	<b>5,178</b>	<b>1.20%</b>

Note: In accordance with the Company's press release "Notice Concerning a Change in Principal Shareholders," the Nikko Cordial Group held 38,120 of Pasona's shares (8.80%) as of February 21, 2007. As a result, the Nikko Cordial Group is no longer Pasona's principal shareholders.

Note: In addition to the aforementioned, Pasona holds 17,500 shares of treasury stock (4.04% of the Company's total shares issued and outstanding). As prescribed under Article 308-2 of the Corporation Law, treasury stock is exclusive of voting rights.

First Section TSE, Hercules (4332)

<b>Corporate Name</b>	Pasona Inc.
<b>Headquarters</b>	Otemachi-Nomura Bldg. 2-1-1, Otemachi, Chiyoda-ku, Tokyo 100-0004 Phone 03-6734-1100
<b>Established</b>	September 27, 1989 ( Founded February 1976)
<b>Paid-in Capital</b>	8,329 million yen
<b>Representative</b>	Yasuyuki Nambu
<b>Business Activities</b>	Temporary staffing/Contracting Placement/Recruiting Outplacement Outsourcing Other (Education, Training and others)
<b>Number of Employees</b>	【Consolidated】 Employees 2,761 / Contract workers 1,104 【Non-Consolidated】 Employees 1,353 / Contract workers 440
<b>Group Companies</b>	Subsidiaries 41, Affiliates 9
<b>URL</b>	<a href="http://www.pasona.co.jp/">http://www.pasona.co.jp/</a>

As of November 30, 2006

## Pasona's websites

PASONET  
for temporary workers

[www.pasonet.ne.jp](http://www.pasonet.ne.jp)

Pasona career  
for job seekers

[www.pasonacareer.jp](http://www.pasonacareer.jp)

20works  
for young ages

[www.20works.jp](http://www.20works.jp)

Job All Stars  
for temporary workers

[www.joballstars.com](http://www.joballstars.com)

## ■ Pasona Inc. Investor Relations Department

Tel : +81-3-6734-1026

Mail: [ir@pasona.co.jp](mailto:ir@pasona.co.jp)

URL: <http://www.pasona.co.jp/ir/e>

Bloomberg: PASONA<GO>

*Disclaimer: This data has been compiled for the express purpose of disclosing our financial situation for the third quarter of the FY ending May 31, 2007, and not to persuade investors to purchase our stock. Furthermore, this report has been prepared using recent data available as of February 28, 2007. When data based on published opinions, predictions etc. is used, it is at our discretion and we cannot guarantee the accuracy or completeness of this information. Finally, this data may change without notice.*