## en-japan inc.

# Fiscal Year Ended December 31, 2009



## **Earnings Announcement (Non-Consolidated)**

## **February 9, 2010**

Company Name en-japan inc. Listing Exchange

Osaka Securities Exchange

URL http://corp.en-japan.com/

(Hercules Market)

Stock Code 4849

(Name) Takatsugu Suzuki

Representative

Contact

(Title) Managing Director,

(Title) President

(Name) Shinichi Yamazaki

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Regular General

Administrative Office

Scheduled Dividend Payout

March 31, 2010

Shareholders' Meeting

March 30, 2010

Date

Scheduled Date to Submit

Securities Report

March 31, 2010

(Figures are rounded down to the nearest million yen)

## 1. FYE 12/09 Earnings (From January 1, 2009 to December 31, 2009)

## (1) Operating Results

(Percentages indicate percent change from the prior fiscal year)

|           | Net Sales   |       | Operating Income |       | Ordinary Income |       | Net Income  |       |
|-----------|-------------|-------|------------------|-------|-----------------|-------|-------------|-------|
|           | Million yen | %     | Million yen      | %     | Million yen     | %     | Million yen | %     |
| FYE 12/09 | 10,209      | -52.1 | 1,259            | -78.8 | 1,212           | -79.5 | 459         | -85.1 |
| FYE 12/08 | 21,329      | -6.0  | 5,943            | -21.4 | 5,906           | -22.0 | 3,090       | -25.9 |

|           | EPS       | Fully Diluted<br>EPS | ROE  | Ordinary Income<br>to Total Assets | Operating Income to Sales |
|-----------|-----------|----------------------|------|------------------------------------|---------------------------|
|           | Yen       | Yen                  | %    | %                                  | %                         |
| FYE 12/09 | 1,965.24  | 1,961.26             | 3.4  | 7.9                                | 12.3                      |
| FYE 12/08 | 12,977.66 | 12,877.26            | 22.9 | 33.6                               | 27.9                      |

FYE 12/09

(Reference) Earnings from investments in companies subject to equity method accounting

- Million yen

FYE 12/08

— Million yen

# (2) Financial Position

|           | Total Assets | Net Assets  | Net Asset Ratio | Net Assets per Share |
|-----------|--------------|-------------|-----------------|----------------------|
|           | Million yen  | Million yen | %               | Yen                  |
| FYE 12/09 | 14,064       | 12,962      | 92.2            | 55,605.54            |
| FYE 12/08 | 16,769       | 13,812      | 82.4            | 57,954.36            |

(Reference) Net Assets

FYE 12/09

12,962 million yen

FYE 12/08

13,812 million yen

# (3) Cash Flows

|           | Cash Flows from Operating Activities | Cash Flows from<br>Investing Activities | Cash Flows from Financing Activities | Cash and Cash<br>Equivalents<br>at End of Period |
|-----------|--------------------------------------|---|--------------------------------------|--|
|           | Million yen                          | Million yen                             | Million yen                          | Million yen                                      |
| FYE 12/09 | -305                                 | 328                                     | -1,466                               | 6,214  |
| FYE 12/08 | 2,936                                | -788                                    | -2,483                               | 7,657  |

## 2. Dividends

|                       | Dividend per Share  1st 2nd 3rd Quarter-end Quarter-end Quarter-end Total  Pividend per Share  1st 2nd 3rd Year End Total |      |     |          | Total<br>Dividend<br>(Full Year) | Dividend<br>Payout<br>Ratio | Dividend<br>to Net<br>Asset<br>Ratio |     |
|-----------------------|---|------|-----|----------|----------------------------------|-----------------------------|--------------------------------------|-----|
|                       | Yen   | Yen  | Yen | Yen      | Yen                              | Million yen                 | %                                    | %   |
| FYE 12/08             | _   | 0.00 | _   | 4,100.00 | 4,100.00                         | 977                         | 31.6                                 | 7.3 |
| FYE 12/09             | _   | 0.00 | _   | 800.00   | 800.00                           | 186                         | 40.7                                 | 1.4 |
| FYE 12/10 (projected) | _   | 0.00 | _   | 1,070.00 | 1,070.00                         |                             | 30.1                                 |     |

## 3. FYE 12/10 Earnings Projections (From January 1, 2010 to December 31, 2010)

(Percentages indicate percent change from prior fiscal year)

|                    | Net S       | Sales | Operating   | Income | Ordinary    | Income | Net In      | come | EPS      |
|--------------------|-------------|-------|-------------|--------|-------------|--------|-------------|------|----------|
|                    | Million yen | %     | Million yen | %      | Million yen | %      | Million yen | %    | Yen      |
| Second Quarter YTD | 4,249       | -19.1 | 189         | -8.3   | 197         | -0.4   | 81          | _    | 347.45   |
| Full Year          | 9,480       | -7.1  | 1,450       | 15.1   | 1,470       | 21.2   | 830         | 80.6 | 3,560.34 |

#### 4. Other

(1) Changes in Accounting Methods

(a) Changes in Accounting Methods(b) Changes other than aboveNo

(Note) For details, please refer to Page 25 (Changes in Important Accounting Methods).

#### (2) Number of Shares Issued (Common Stock)

(a) Shares outstanding at fiscal FYE 12/08 245,338 shares FYE 12/09 245,624 shares year-end (including treasury stock)

(b) Treasury stock at fiscal year-end FYE 12/08 7,000 shares FYE 12/09 12,500 shares (Note) See Page 30 "Per-Share Information" for the number of shares used as the basis for calculating Earnings per Share.

## \* Explanation concerning appropriate use of projected earnings and other matters

The earnings projections were prepared based on information available to the Company as of the date this material was released. There is a possibility the Company's actual operating results will differ from projected amounts as a result of various future factors.

#### 1. Business Performance

#### (1) Analysis of Business Performance

Business Performance for the Current Fiscal Year

During the current fiscal year, a partial recovery in Japan's economic activity could be noted as the result of measures to boost the economy, even as the economic slowdown triggered by the global financial crisis continued. This was accompanied by visible indications of a slight improvement in the domestic employment environment. Nevertheless, the business climate remained severe, including the slowing pace of improvement in the domestic employment situation, as uncertainties concerning the future outlook intensified during the second half, driven by heightened concerns the economy would slip into a double dip recession as a result of abrupt fluctuations in the exchange rate and a slump in the stock market.

Based on this environment, en-japan. (the "Company") turned its efforts toward expansion of the Company's market share, through enhancement and expansion of its services and product lineup for our users. As a result, the Company was able to expand its share of the job advertising market for mid-career hiring in its core [en] Career Change Info service. Because corporations' hiring interest remained at a low level, however, for the fiscal year under review, net sales for the Company were \(\frac{1}{4}10,209\) million (a 52.1% year-on-year decrease), operating income was \(\frac{1}{4}1,259\) million (a 78.8% year-on-year decrease) and ordinary income was \(\frac{1}{4}1,212\) million (a 79.5% year-on-year decrease). Net income decreased 85.1% year-on-year to \(\frac{1}{4}459\) million.

Earnings by segment are as follows:

Summary of Net Sales by Major Products

#### <Mid-Career Hiring Business>

By expanding its products in response to customers' needs, and strengthening non-job advertising services to support recruiting activities and provide post-hiring follow-up, [en] Career Change Info enhanced its relationship with clients and expanded its share of the Mid-Career Hiring job advertising market. Despite these efforts, the sharp contraction in job openings at corporations that accompanied the deteriorating economic conditions resulted in net sales of ¥4,066 million (a 61.5% year-on-year decrease).

[en] Career Change Consultant saw its net sales fall to ¥1,346 million (a 40.1% year-on-year decrease). This reflected the difficult conditions facing the job placement agencies that are clients for the site as corporations reduced their number of job openings.

As the number of new temporary job openings fell, [en] Temporary Placement Info worked to develop new clients and reinforce its relationships with existing clients. Because of successive consolidations and reorganizations among temporary staffing companies and offices, however, net sales were \(\frac{1}{2}\),304 million (a 35.4% year-on-year decrease).

[en] Part-time Jobs strengthened approaches to industries and firms with comparatively stable manpower needs, but faced a decline in recruiting needs. As a result, net sales were ¥746 million (a 36.0% year-on-year decrease).

#### <New Graduate Hiring Business>

Because of the uncertain business outlook, many instances of corporations reducing or halting new graduate hiring activities or leaving the number of hires undetermined were evident. As a result, the new graduate hiring market contracted and market competition intensified. Net sales for [en] Job Info for Students were \(\frac{\pma}{1}\),396 million (a 58.0% year-on-year decrease).

## <Education/Evaluation Business>

More firms gave priority to reducing spending because of deteriorating earnings, despite increased needs for training of existing employees as firms limited new hiring. Consequently the Company's Education/Evaluation Business had net sales of ¥180 million (an 11.7% year-on-year decrease).

|                               | Prior Fis<br>(From Janu<br>to Decembe | ary 1, 2008 | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |           |  |
|-------------------------------|---------------------------------------|-------------|---|-----------|--|
|                               | Net Sales<br>(thousand yen)           | Ratio (%)   | Net Sales (thousand yen)  | Ratio (%) |  |
| Mid-Career Hiring Business    |                                       |             |   |           |  |
| [en] Career Change Info       | 10,558,677                            | 49.5        | 4,066,857   | 39.8      |  |
| [en] Career Change Consultant | 2,248,586                             | 10.5        | 1,346,236   | 13.2      |  |
| [en] Temporary Placement Info | 3,568,670                             | 16.7        | 2,304,891   | 22.6      |  |
| [en] Part-Time Jobs           | 1,165,015                             | 5.5         | 746,110   | 7.3       |  |
| Other                         | 89,733                                | 0.4         | 77,538  | 0.7       |  |
| New Graduate Hiring Business  |                                       |             |   |           |  |
| [en] Job Info for Students    | 3,328,144                             | 15.6        | 1,396,184   | 13.7      |  |
| Other                         | 119,859                               | 0.6         | 90,725  | 0.9       |  |
| Education/Evaluation Business |                                       |             |   |           |  |
| Education/Evaluation Business | 204,600                               | 1.0         | 180,696   | 1.8       |  |
| Other                         | 46,156                                | 0.2         |   |           |  |
| Total                         | 21,329,443                            | 100.0       | 10,209,242  | 100.0     |  |

(Note) 1. Figures do not include consumption taxes or local taxes

#### Outlook for the Next Fiscal Year

Japan's economy is expected to pick up during the next year against the backdrop of improvements in the economies in other countries. Nevertheless, the risk of downward pressure on the economy from factors such as further deterioration of the employment situation and deflation remains, and en-japan expects the severe operating climate to continue.

In light of these circumstances, en-japan will work to strengthen its existing businesses, and at the same time strive aggressively to make operations launched during the fiscal year under review profitable as quickly as possible, and develop new businesses.

Based on these conditions, the Company projects net sales of \$9,480 million (a 7.1% year-on-year decrease), operating income of \$1,450 million (a 15.1% year-on-year increase), ordinary income of \$1,470 million (a 21.2% year-on-year increase) and net income of \$830 million (an 80.6% year-on-year increase) for the next fiscal year.

## (2) Analysis of Financial Position

#### (a) Assets, Liabilities and Net Assets

#### <Current Assets>

Total current assets at the end of the fiscal year under review decreased by \(\frac{\pmathbf{\frac{4}}}{2.530}\) million compared with the end of the previous fiscal year to \(\frac{\pmathbf{\frac{4}}}{8.706}\) million. The main factors were an increase in enterprise and other tax refunds receivable of \(\frac{\pmathbf{\frac{4}}}{1.042}\) million, a decrease of \(\frac{\pmathbf{\frac{4}}}{2.442}\) million in cash and deposits and a decrease in accounts receivable of \(\frac{\pmathbf{1}}{1.040}\) million.

#### <Fixed Assets>

The balance of fixed assets at end of the fiscal year was \(\frac{4}{3}\),357 million, \(\frac{4}{174}\) million less than at the end of the previous fiscal year-end. This mainly reflected an increase in investment securities of \(\frac{4}{528}\) million, an increase in stock in affiliates of \(\frac{4}{490}\) million, a decrease of \(\frac{4}{38}\) million in the insurance reserve and a decrease in deposits and guarantees of \(\frac{4}{373}\) million.

<sup>2. &</sup>quot;Other" under Mid-Career Hiring Business and New Graduate Hiring Business represents competency testing, etc.

#### <Current Liabilities>

The balance of current liabilities at the end of the fiscal year under review decreased by \(\frac{\pmathbf{\frac{4}}}{1,870}\) million year-on-year to \(\frac{\pmathbf{\frac{4}}}{1,086}\) million. The main factors were a decrease of \(\frac{\pmathbf{\frac{4}}}{63}\) million in corporate taxes payable, a decrease of \(\frac{\pmathbf{\frac{4}}}{462}\) million in payments due and a decrease of \(\frac{\pmathbf{\frac{4}}}{185}\) million in advances received.

#### <Long-term Liabilities>

The balance of long-term liabilities at the end of the fiscal year under review increased ¥15 million compared with the end of the previous fiscal year to ¥15 million.

#### <Net Assets>

Net assets at the end of the fiscal year under review totaled \(\frac{\pmathbf{\text{4}}}{12,962}\) million, down \(\frac{\pmathbf{\text{4}}}{849}\) million compared with the end of the previous fiscal year. The main factors reducing net assets included a \(\frac{\pmathbf{\text{4}}}{3}\) million increase in paid-in capital, an increase in capital surplus of \(\frac{\pmathbf{\text{4}}}{3}\) million, a decrease in retained earnings of \(\frac{\pmathbf{\text{5}}}{517}\) million and a \(\frac{\pmathbf{\text{4}}}{484}\) million purchase of treasury stock.

#### (b) Cash Flows

During the fiscal year, cash and cash equivalents decreased by \$1,442 million year-on-year to \$6,214 million as of the fiscal year-end.

#### <Cash Flows from Operating Activities>

Cash provided by operating activities amounted to \(\frac{4}{305}\) million. This mainly reflected income before taxes and adjustments of \(\frac{4}{785}\) million, a decrease in accounts receivable of \(\frac{4}{1}\),050 million, depreciation expense of \(\frac{4}{868}\) million, corporate taxes paid of \(\frac{4}{1}\),769 million and a decrease in payments due of \(\frac{4}{518}\) million.

#### <Cash Flows from Investing Activities>

Cash flow provided by investing activities was ¥328 million. The main factors included cash from redemption of time deposits of ¥1,000 million, cash provided from cancellation of insurance reserve of ¥525 million, cash provided from return of deposits and guarantees of ¥404 million, cash used for the purchase of investment securities totaling ¥387 million, cash used for purchase of stock in affiliates of ¥520 million and cash used for purchase of intangible fixed assets of ¥561 million.

## <Cash Flows from Financing Activities>

Cash flow used for financing activities amounted to ¥1,466 million, mainly reflecting cash provided by issuance of stock of ¥6 million, cash used for purchase of treasury stock totaling ¥484 million and cash used for dividend payments of ¥974 million.

#### (Reference) Cash Flow Indicators)

|   | FYE 12/05 | FYE 12/06 | FYE 12/07 | FYE 12/08 | FYE 12/09 |
|---|-----------|-----------|-----------|-----------|-----------|
| Equity Ratio (%)                                | 70.2      | 68.0      | 71.9      | 82.4      | 92.2      |
| Equity ratio based on market capitalization (%) | 1841.8    | 977.2     | 421.6     | 83.7      | 180.3     |

(Notes) 1. Each indicator is calculated using financial values and the following formulas:

- a) Equity Ratio: Shareholders' equity/Total Assets
- b) Equity ratio based on market capitalization: (Closing share price at FYE x Shares outstanding at FYE excluding treasury stock)/Total Assets
- en-japan does not calculate debt redemption period or interest coverage ratio because the Company has no interest-bearing debt.

## (3) Basic Policy concerning Distribution of Earnings and Current and Future Period Dividends

en-japan utilizes retained earnings to invest for future growth and to maximize corporate value. The Company's basic policy is to return profits to our shareholders as appropriate, using a dividend payout target of 30%, while taking into account fiscal period earnings.

Based on this policy, the Company plans a dividend payment of ¥600 for the current fiscal year.

Additionally, on January 14, 2010 en-japan will commemorate the 10th anniversary of its founding, and to express its appreciation to shareholders for their continuing support en-japan will implement a commemorative dividend of ¥200.

Accordingly, the Company plans a dividend payment of \\$800 for the fiscal year (regular dividend \\$600, commemorative dividend \\$200).

Based on its basic policy, in the next fiscal year the Company plans to pay a dividend of ¥1,070.

#### (4) Business Risks

Details of the major risk factors recognized by the Company as part of its business are provided below. The Company believes in actively disclosing information to investors and shareholders that may not be considered business risks, but which the Company believes is important for making investing decisions or understanding the Company's business. Having identified the potential of these risks, the Company endeavors to either prevent their occurrence or respond in the event of occurrence; however, the Company believes that decisions related to management or future business operations should be made only after carefully considering the matters presented below. The matters presented below do not necessarily represent all of the risks related to investment in en-japan inc. stock.

#### (a) Management Risks

#### (i) The Business Environment

The Company's core business is the employment support business, including our [en] Career Change Info and [en] Job Info for Students websites. Accordingly, any changes in hiring trends associated with changes in business or other external environmental factors and fluctuations in employment supply and changes in demand due to the aging of Japan's workforce demographic may potentially have a negative impact on our business activities and earnings.

#### (ii) Expansion of Business Lines

The Company plans to extend the [en] brand, developing new products and services, including broader service and content offerings for our users and clients. In addition, the Company plans to diversify earnings fluctuation risks by exploring and developing new lines of business, and strengthening its operating base.

There is the potential that new business lines may not develop according to plan because of their nature or unanticipated circumstances, and may have a negative effect on Company earnings.

The Company plans to continue investigating and executing corporate acquisitions and capital alliances for the expansion of existing businesses and the development of new business lines. However, such transactions may have a negative effect on Company earnings if related businesses do not develop according to plan.

## (iii) Human Capital

We believe that a strong sales structure and technological development are vital factors in building a solid corporate foundation from which to grow. Accordingly, the Company places high priority on the hiring and training of talented individuals. Company business activities and earnings may be negatively affected in the event that the Company cannot hire and train the necessary personnel required for expanding operations, or in the event that highly skilled and knowledgeable personnel leave the Company.

## (iv) Share Price Dilution due to Stock Option Grants

The Company has adopted a stock-based compensation system. Future exercises of stock options may dilute share prices.

#### (b) Business Risks

#### (i) Advertising and Promotion Activities

Enhancing recognition of the [en] brand in the market is vitally important to the growth of our business. The Company plans to actively engage in advertising and promotion activities, including the use of current media, to build our capacity to attract customers. However, it is impossible to accurately predict the effectiveness of these activities, and detailed plans have yet to be made. Expenses may increase significantly depending on the cost of advertising and promotions, which could have a negative effect on Company earnings.

#### (ii) Transactions with Customers in Specific Industries

The Company sells job placement advertisements across a broad range of industries and occupations. However, demand for employment advertisements is strongly linked to changes in the economic environment, and may result in a concentration of sales to a specific industry. The Company plans to continue a policy of selling advertisements across a wide range of industries and occupations; however, the business environment in a specific industry may have a negative effect on Company earnings.

#### (iii) Company Product Differentiation

Job information services can be broken into three segments: a) traditional print media companies publishing employment classified magazines and newspapers, b) on-line recruitment advertising companies utilizing the Internet and c) recruitment consulting/temporary staffing companies. en-japan inc. is an on-line recruitment advertising company utilizing the Internet. Many companies compete in the on-line recruitment advertising space, with more companies continuing to enter the market, resulting in a highly competitive industry segment.

The Company views the provision of detailed job offer and employment information that is based on unique market coverage from the user's point of view, continued system improvements, user/client service improvements, and brand identity enhancement as means to differentiate itself from the competition. With respect to cost competition, there are other companies selling similar services at lower prices; however, we believe that offering detailed services at a fair price is an important factor in establishing trust with the client.

Company earnings may be negatively affected in the event these differentiation efforts do not progress according to plan. Accordingly, the Company has chosen to disclose differentiation as a business risk.

## (iv) New Technologies

Technological innovation proceeds at a dramatic pace in the Internet business segment; new technologies and services are introduced continuously. Our business is deeply intertwined with the Internet, and in order to continue offering competitive services we must be able to provide the latest technologies and services to our clients and users in a timely manner. To offer high-quality services, a system has been established for each planning group to take the lead in working with related business segments to develop new products and services. This enables the Company to receive feedback from users and clients and reflect this information in our system. Although we continue to expand our personnel structure, if the Company delays the introduction of new technologies and/or services because an excessive amount of time is required to develop systems that are effective in enhancing our services, we may lose our competitive advantage within the industry.

## (c) Legal and Regulatory Risks

#### (i) Intellectual Property Infringement

en-japan inc. owns numerous intellectual property rights, including trademarks related to services names and copyrights related to content offered by the Company. The Company is engaged in the appropriate protection, maintenance, and acquisition of intellectual property rights; however, disputes may occur with third parties related to such intellectual property, resulting in legal defense costs and other expenditures that may negatively affect our business and/or Company earnings.

#### (ii) Compliance with Laws and Statutes

In recognition of our social responsibilities as a growth company, en-japan is engaged in creating a stronger internal management control structure. Nevertheless, in the event construction, operation or monitoring of the system concerning internal controls does not function sufficiently because of human factors and rapid change in the business environment, the Company might be unable to appropriately manage the various business risks, and this might have a negative effect on Company earnings.

Moreover, even if systems concerning internal controls fulfill their functions completely, such structures do not guarantee an elimination of all illegal activities. In the event a Company employee is responsible for serious negligence, fraud, or other illegal act, the Company's financial position and/or

earnings may be negatively affected by subsequent lawsuits and/or compensation for damages. In the event an investigation by the Labor Standards Supervision Office results in administrative guidance, this might have a negative impact on the management of the Company and on the Company's financial position and/or earnings.

#### (iii) Protection of Personal Information

As a company involved in the human resources business, en-japan recognizes the extreme importance of properly managing personal information during the course of our business activities to ensure the prevention of leaks, misuse or alteration. We have implemented aggressive measures to create a personal information protection management system. As a result, the Company received the Privacy Mark certification from the Japan Information Processing and Development Corporation on March 22, 2001. The Company still continues to receive this certification, which was renewed for the fourth time on March 21, 2009.

To ensure information security, personal information is encrypted during transmission, and managed according to strict standards at a 24-hour data center equipped with robust and up-to-date security equipment. Moreover, access to data stored on Company servers is strictly limited to certain employees. In the event of a serious problem such as a leak of personal information from a website managed by en-japan, there is a danger legal responsibility will be imposed on the Company regardless of its contractual obligations. Even if the Company is not charged with legal responsibility, issues connected with personal data management could potentially damage the Company's brand image and have a negative impact on the Company's business and/or earnings.

#### (iv) Special Statutory Regulations

At present, the laws of Japan regulating usage of the Internet and related businesses are extremely limited in scope, and calls have been made to address these insufficiencies. Accordingly, the Company's business may be restricted by future enactments of new regulations or laws regulating Internet usage, or by the clarification of the application of existing statutes to Internet use.

Employment information services businesses are obligated to publicly announce accurate information, including "worker recruitment methods" and "working conditions" as defined by the Employment Security Law. en-japan's businesses are also subject to regulations that include provisions governing equal pay for men and women as set forth by the Labor Standards Law, the protection of minimum wages by region or industry under the Minimum Wage Law, and regulations regarding false or exaggerated representations as set forth by the Consumer Protection Law. These various regulations could negatively affect the Company's business activities.

To build a relationship of trust with our users, the Company maintains strict compliance with these laws when creating recruitment advertisements, and fully informs clients of the purposes of these statutes. If, for some reason, Company systems do not function adequately to prevent a violation of these laws, this could result in a loss of trust and reassurance among service users and have an adverse effect on the Company's business and relationships.

en-japan inc. was certified as an employment agency under the Employment Security Law in November 2000. The Company's earnings could be negatively affected if the Company is unable to renew certification, or if certification is revoked.

#### (v) Major Natural Disasters, Accidents

en-japan's business relies on communications networks that connect computer systems. The Company may be unable to operate normally in the event that a natural disaster, power failure or communications problem interferes with network communications. Servers at the Company or our Internet Service Provider may not operate properly due to temporary access overloads, and network problems may occur due to unauthorized access from outside the Company or employee error. Not only could such damages inflict direct harm on the Company, a server inoperability or defect could also result in damage to Company reputation and suspension of business transactions, or in lawsuits and compensation for damages, potentially having a negative impact on the Company's business.

# 2. Current Conditions of the Corporate Group

The Company does not have any significant subsidiaries for which comment disclosure is required at this time.

#### 3. Management Policies

#### (1) Basic Company Management Policy

en-japan inc. is engaged in the business of employment information services offered over the Internet. Since our inception, our focus has been on serving job seekers in every way possible, supported by our concern for "individuality" and "social justice." This focus has allowed the Company to produce highly effective recruitment advertisements, and to establish a position as the pre-eminent company in the Internet recruitment advertising industry.

In the future, we will seek to expand earnings by going beyond our human resource business to develop links among our businesses, creating "people to firm," "people to people" and "firm to firm" ties based on a new cornerstone of "considering ties among "people" and "firms."

#### (2) Mid- and Long-Term Company Management Strategies

## (a) Trends in the External Operating Environment

Because of prolonged economic recession, a full-scale recovery in the hiring intentions of firms will most likely require more time. Moreover, efforts to tighten regulations on manufacturing industry temporary staffing and registration-type temporary staffing have intensified, creating conditions that make the future trend of the labor market unclear.

Given conditions in which firms will maintain their prudent tendency toward hiring in this manner, we believe that human resource recruiting standards will be raised and that training needs aimed at boosting the skills of existing employees will increase.

#### (b) Mid- to Long-Term Management Strategy

Because en-japan's core operations in the employment services business are susceptible to changes in economy, we are working aggressively to develop new businesses in markets other than the human resources business, such as [en] Green Wedding, in order to limit the risk of earnings fluctuations.

In addition, we will seek expansion of our market share by adding non-hiring related support services for corporate growth, including expanding our employee training services centered on [en] College, a members-only business training program in our Education Business, and by acquiring new clients and strengthening relations with existing clients.

## (3) Other Issues to be addressed by the Company

Since being established en-japan has not only provided firms with hiring support, we also have developed services focusing on the utilization of human resources once they have been hired. We created a proprietary indicator for "post-entry activity level," and can express employee activity numerically based on questionnaires of our corporate clients. In the most recent survey the result was 72.2%.

Achieving an activity level of 100% is a highly difficult issue because en-japan is not responsible for human resources after they have been hired. Nevertheless, we will strive for a post-employment activity level of 100% by providing firms with feedback on the details of interviews with individuals who have joined a company through en-japan to help improve firm's future recruiting activities and corporate growth, and by providing support that enables individuals to grow and become human resources who are useful.

## (4) Other Important Matter for Management of the Company

On September 7, 2007 (complaint receipt date), en-japan was named in a lawsuit filed by DNP Facility Service Co., Ltd., demanding payment of sales proceeds for tickets and other items that DNP alleges it sold to en-japan (claim amount of \pm 829,404,000 and delinquency charges). A decision to dismiss the appeal in this case was handed down by the Tokyo High Court on January 21, 2010. Because the decision was not appealed by the plaintiff's side during the appeal period, the lawsuit ended on February 4, 2010.

# 4. Financial Statements

# (1) Balance Sheets

|   |   | (Onit. Thousand yen)                          |
|---|---|---|
|   | Prior Fiscal Year (As of December 31, 2008) | Current Fiscal Year (As of December 31, 2009) |
| (Assets)                                    |   |   |
| Current Assets                              |   |   |
| Cash and Deposits                           | 8,657,204                                   | 6,214,449                                     |
| Notes Receivable                            | 14,537                                      | 4,452   |
| Accounts Receivable                         | 2,016,797                                   | 975,941                                       |
| Inventory                                   | 11,133                                      | 9,125   |
| Consumption and Other Taxes Receivable      | -   | 266,184                                       |
| Enterprise and Other Tax Refunds Receivable | _   | 1,042,661                                     |
| Prepaid Expense                             | 295,050                                     | 159,437                                       |
| Deferred Tax Assets                         | 245,776                                     | 21,509  |
| Other                                       | 45,228                                      | 26,575  |
| Reserve for Bad Debt                        | -48,520                                     | -13,844                                       |
| Total Current Assets                        | 11,237,207                                  | 8,706,494                                     |
| Fixed Assets                                |   |   |
| Tangible Fixed Assets                       |   |   |
| Buildings                                   | 258,284                                     | 185,113                                       |
| Accumulated Depreciation                    |   | -76,971                                       |
| Buildings (net)                             | 161,139                                     | 108,141                                       |
| Structures                                  | 6,200                                       | _   |
| Accumulated Depreciation                    | <b>−775</b>                                 | _   |
| Structures (net)                            | 5,425                                       | _   |
| Equipment and Fixtures                      | 1,299,830                                   | 1,424,083                                     |
| Accumulated Depreciation                    | -923,048                                    | -1,016,533                                    |
| Equipment and Fixtures (net)                | 376,782                                     | 407,550                                       |
| Lease Assets                                |   | 37,687  |
| Accumulated Depreciation                    | _   | -11,609                                       |
| Lease Assets (net)                          | _   | 26,077  |
| Construction in Progress                    | 212,513                                     |   |
| Total Tangible Fixed Assets                 | 755,859                                     | 541,769                                       |
| Intangible Fixed Assets                     |   | ,   |
| Trademarks                                  | 5,390                                       | 4,823   |
| Software                                    | 940,044                                     | 1,019,809                                     |
| Software under Development                  | 142,795                                     | 54,532  |
| Telephone Subscription Rights               | 1,351                                       | 1,351   |
| Total Intangible Fixed Assets               | 1,089,581                                   | 1,080,517                                     |
| Investments and Other Assets                |   | , ,   |
| Investment Securities                       | 625,575                                     | 1,154,030                                     |
| Stock in Affiliates                         | 30,000                                      | 520,968                                       |
| Claims in Bankruptcy                        | 38,765                                      | 25,585  |
| Long-Term Prepaid Expense                   | 48,123                                      | 8,278   |
| Deferred Tax Assets                         | 439,702                                     | 332,359                                       |
| Long-Term Deposits                          | 1,350,000                                   | 1,350,000                                     |
| Insurance Reserve                           | 438,999                                     | _   |
| Deposit and Guarantees                      | 712,598                                     | 338,954                                       |
| Other                                       | 41,930                                      | 31,086  |
|   | •   | · · · · · · · · · · · · · · · · · · ·         |

(Unit: Thousand yen)

|  | Prior Fiscal Year (As of December 31, 2008) | Current Fiscal Year (As of December 31, 2009) |
|--|---|---|
| Reserve for Bad Debt                                 | -38,765                                     | -25,585                                       |
| Total Investments and Other Assets                   | 3,686,929                                   | 3,735,678                                     |
| Total Fixed Assets                                   | 5,532,371                                   | 5,357,965                                     |
| Total Assets   | 16,769,578                                  | 14,064,460                                    |
| (Liabilities)  |   |   |
| Current Liabilities                                  |   |   |
| Accounts Payable                                     | 131,022                                     | 38,226  |
| Payments Due   | 1,014,703                                   | 552,473                                       |
| Lease Liabilities                                    | -   | 12,190  |
| Accrued Expense                                      | 185,749                                     | 82,955  |
| Corporate Taxes Payable                              | 663,740                                     | _   |
| Consumption Taxes Payable                            | 124,229                                     | _   |
| Advances Received                                    | 451,322                                     | 266,257                                       |
| Deposits   | 128,455                                     | 54,105  |
| Reserve for Bonuses                                  | 234,892                                     | 78,969  |
| Other  | 22,737                                      | 1,104   |
| Total Current Liabilities                            | 2,956,853                                   | 1,086,282                                     |
| Long-term Liabilities                                |   |   |
| Lease Liabilities                                    |   | 15,191  |
| Total Long-term Liabilities                          | _   | 15,191  |
| Total Liabilities                                    | 2,956,853                                   | 1,101,473                                     |
| (Net Assets)   |   |   |
| Owners' Equity                                       |   |   |
| Paid-In Capital                                      | 965,246                                     | 968,495                                       |
| Capital Surplus                                      |   |   |
| Capital Legal Reserve                                | 1,431,811                                   | 1,435,060                                     |
| Total Capital Surplus                                | 1,431,811                                   | 1,435,060                                     |
| Retained Earnings                                    |   |   |
| Other Retained Earnings                              |   |   |
| General Reserve                                      | 2,000,000                                   | 2,000,000                                     |
| Retained Earnings Brought Forward                    | 10,973,491                                  | 10,455,834                                    |
| Total Retained Earnings                              | 12,973,491                                  | 12,455,834                                    |
| Treasury Stock                                       | -1,553,757                                  | -2,038,386                                    |
| Total Owners' Equity                                 | 13,816,792                                  | 12,821,003                                    |
| Valuation and Translation Adjustments                |   |   |
| Valuation Differences on Other Investment Securities | -4,066                                      | 141,982                                       |
| Total Valuation and Translation Adjustments          | -4,066                                      | 141,982                                       |
| Total Net Assets                                     | 13,812,725                                  | 12,962,986                                    |
| Total Liabilities and Net Assets                     | 16,769,578                                  | 14,064,460                                    |
|  | -,,   | ,,  |

|  | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
|--|---|---|
| Net Sales  | 21,329,443  | 10,209,242  |
| Cost of Sales                                      | 2,230,907   | 1,804,517   |
| Gross Income                                       | 19,098,536  | 8,404,725   |
| Sales, General and Administrative Expenses         |   |   |
| Advertising & Promotions Expense                   | 5,586,559   | 1,934,944   |
| Executive Salaries                                 | 80,316  | 59,600  |
| Employee Salaries                                  | 3,283,736   | 2,502,551   |
| Bonuses  | 690,552   | 99,265  |
| Reserve for Bonuses                                | 204,552   | 78,005  |
| Legal Fringe Benefits                              | 524,736   | 343,600   |
| Commission Expense                                 | 393,066   | 304,863   |
| Rent   | 907,683   | 781,311   |
| Commissions on Payments                            | 121,026   | 79,884  |
| Depreciation Expense                               | 163,888   | 180,096   |
| Reserve for Bad Debt                               | 50,908  | 15,900  |
| Other  | 1,148,238   | 764,963   |
| Total Sales, General and Administrative Expenses   | 13,155,265  | 7,144,988   |
| Operating Income                                   | 5,943,271   | 1,259,737   |
| Non-Operating Income                               |   | <u> </u>  |
| Interest Received                                  | 36,307  | 23,486  |
| Commissions Received                               | 1,151   | 95  |
| Dividends Received                                 |   | 18,500  |
| Miscellaneous Income                               | 15,034  | 17,284  |
| Total Non-Operating Income                         | 52,494  | 59,365  |
| Non-Operating Expenses                             | 55,77   | ,   |
| Interest Expense                                   | _   | 95  |
| Foreign Exchange Loss                              | 14,324  | 1,969   |
| Loss on LLP Investment                             | 53,689  | 73,051  |
| Contribution for Hiring of Elderly and Handicapped | 8,750   |   |
| Loss on Termination of Lease Agreement             | _   | 27,088  |
| Miscellaneous Expense                              | 12,719  | 3,991   |
| Total Non-Operating Expenses                       | 89,483  | 106,197   |
| Ordinary Income                                    | 5,906,282   | 1,212,905   |
| Extraordinary Income                               | 3,700,282   | 1,212,903   |
| Refund from Cancellation of Insurance              | _   | 84,807  |
| Gain on Transfer of Business                       | 6,281   | 04,007  |
|  |   | 04.007  |
| Total Extraordinary Income                         | 6,281   | 84,807  |

|  | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
|--|---|---|
| Extraordinary Loss                       |   |   |
| Loss on Sale of Fixed Assets             | *1 8  | *1 578  |
| Loss on Disposal of Fixed Assets         | *2 21,619   | *2 124,206  |
| Office Relocation Expense                | 6,838   | 85,095  |
| Costs related to Lawsuit                 | -   | 11,971  |
| Valuation Loss on Stock in Affiliates    | 527,154   | 29,999  |
| Valuation Loss on Investment Securities  | 19,979  | 24,263  |
| Extraordinary Retirement Payments        | _   | 236,184   |
| Total Extraordinary Loss                 | 575,601   | 512,299   |
| Income before Taxes and Adjustments      | 5,336,961   | 785,413   |
| Corporate, Resident and Enterprise Taxes | 2,322,818   | 94,514  |
| Corporate Tax Adjustment                 | -76,708   | 231,369   |
| Total Corporate and Other Taxes          | 2,246,110   | 325,884   |
| Net Income                               | 3,090,851   | 459,529   |

## Detailed Statement of Cost of Sales

|     |                            |       | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) |             | Current Fiscal Yes<br>(From January 1, 20<br>to December 31, 20 |  | 2009        |                           |
|-----|----------------------------|-------|---|-------------|---|--|-------------|---------------------------|
|     | Category                   | Notes | Amount (the   | ousand yen) | Component<br>Ratio<br>(%)                                       |  | ousand yen) | Component<br>Ratio<br>(%) |
| I   | Content Production Expense |       |   | 813,135     | 36.4  |  | 374,906     | 20.8                      |
| II  | Website Operating Expense  |       |   | 1,151,292   | 51.6  |  | 1,258,634   | 69.7                      |
| III | Event Expense              |       |   | 247,404     | 11.1  |  | 140,127     | 7.8                       |
| IV  | Other Expense              |       |   | 19,074      | 0.9   |  | 30,849      | 1.7                       |
|     | Cost of Sales              |       |   | 2,230,907   | 100.0   |  | 1,804,517   | 100.0                     |

(Notes) 1. Content Production Expense includes outsourced production expense and internal production expense.

- 2. Website Operating Expense includes depreciation for servers as well as website maintenance expenses.
- 3. Event Expense includes the cost of special events held to support job seekers in their search for employment.

|  | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
|--|---|---|
| Owners' Equity                         |   |   |
| Paid-In Capital                        |   |   |
| Balance at end of previous period      | 932,780   | 965,246   |
| Changes during the fiscal period       |   |   |
| New share issuance                     | 32,465  | 3,248   |
| Total changes during the fiscal period | 32,465  | 3,248   |
| Balance at end of current period       | 965,246   | 968,495   |
| Capital Surplus                        |   |   |
| Capital Legal Reserve                  |   |   |
| Balance at end of previous period      | 1,399,348   | 1,431,811   |
| Changes during the fiscal period       |   |   |
| New share issuance                     | 32,463  | 3,248   |
| Total changes during the fiscal period | 32,463  | 3,248   |
| Balance at end of current period       | 1,431,811   | 1,435,060   |
| Total Capital Surplus                  |   |   |
| Balance at end of previous period      | 1,399,348   | 1,431,81  |
| Changes during the fiscal period       |   |   |
| New share issuance                     | 32,463  | 3,248   |
| Total changes during the fiscal period | 32,463  | 3,248   |
| Balance at end of current period       | 1,431,811   | 1,435,060   |
| Retained Earnings                      |   |   |
| Other Retained Earnings                |   |   |
| General Reserve                        |   |   |
| Balance at end of previous period      | 2,000,000   | 2,000,000   |
| Changes during the fiscal period       |   |   |
| Total changes during the fiscal period | _   | -   |
| Balance at end of current period       | 2,000,000   | 2,000,000   |
| Retained Earnings Brought Forward      |   | , ,   |
| Balance at end of previous period      | 8,878,759   | 10,973,49   |
| Changes during the fiscal period       | , ,   | , ,   |
| Dividend payments                      | -996,119  | -977,185  |
| Net income                             | 3,090,851   | 459,529   |
| Total changes during the fiscal period | 2,094,731   | -517,656  |
| Balance at end of current period       | 10,973,491  | 10,455,834  |
| Total Retained Earnings                | .,,,  | .,,   |
| Balance at end of previous period      | 10,878,759  | 12,973,491  |
| Changes during the fiscal period       | .,,   | , . <del>. ,</del>  |
| Dividend payments                      | -996,119  | <b>−977,185</b>   |
| Net income                             | 3,090,851   | 459,529   |
| Total changes during the fiscal period | 2,094,731   | -517,656  |
| Balance at end of current period       | 12,973,491  | 12,455,834  |

|  |   | (Ont: Thousand yen)   |
|--|---|---|
|  | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
| Treasury Stock   | , ,   | , ,   |
| Balance at end of previous period                                | _   | -1,553,757  |
| Changes during the fiscal period                                 |   |   |
| Treasury stock purchases   | -1,553,757  | -484,629  |
| Total changes during the fiscal period                           | -1,553,757  | -484,629  |
| Balance at end of current period                                 | -1,553,757  | -2,038,386  |
| Total Owners' Equity   |   |   |
| Balance at end of previous period                                | 13,210,889  | 13,816,792  |
| Changes during the fiscal period                                 |   |   |
| New share issuance   | 64,928  | 6,497   |
| Dividend payments  | -996,119  | -977,185  |
| Net income   | 3,090,851   | 459,529   |
| Treasury stock purchases   | -1,553,757  | -484,629  |
| Total changes during the fiscal period                           | 605,902   | -995,788  |
| Balance at end of current period                                 | 13,816,792  | 12,821,003  |
| Valuation and Translation Adjustments                            |   |   |
| Valuation Gains on Other Marketable Securities                   |   |   |
| Balance at end of previous period                                | 10,545  | -4,066  |
| Changes during the fiscal period                                 |   |   |
| Changes other than Owners' Equity during the fiscal period (net) | -14,612   | 146,049   |
| Total changes during the fiscal period                           | -14,612   | 146,049   |
| Balance at end of current period                                 | -4,066  | 141,982   |
| Total Valuation and Translation Gains                            |   |   |
| Balance at end of current period                                 | 10,545  | -4,066  |
| Changes during the fiscal period                                 |   |   |
| Changes other than Owners' Equity during the fiscal period (net) | -14,612   | 146,049   |
| Total changes during the fiscal period                           | -14,612   | 146,049   |
| Balance at end of current period                                 | -4,066  | 141,982   |
| Total Net Assets   |   |   |
| Balance at end of previous period                                | 13,221,434  | 13,812,725  |
| Changes during the fiscal period                                 |   |   |
| New share issuance   | 64,928  | 6,497   |
| Dividend payments  | -996,119  | -977,185  |
| Net income   | 3,090,851   | 459,529   |
| Treasury stock purchases   | -1,553,757  | -484,629  |
| Changes other than Owners' Equity during the fiscal period (net) | -14,612   | 146,049   |
| Total changes during the fiscal period                           | 591,290   | -849,739  |
| Balance at end of current period                                 | 13,812,725  | 12,962,986  |

|  | Prior Fiscal Year<br>(From January 1, 2008 to<br>December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009 to<br>December 31, 2009) |
|--|---|---|
| Cash Flows from Operating Activities                 |   |   |
| Income before Taxes and Adjustments                  | 5,336,961   | 785,413   |
| Depreciation Expense                                 | 794,754   | 868,738   |
| Change in Reserve for Bad Debt (Decrease: —)         | 40,757  | -47,856   |
| Change in Reserve for Bonuses (Decrease: —)          | -110,647  | -155,922  |
| Change in Reserve for Director Bonuses (Decrease: —) | -6,300  | _   |
| Interest Received                                    | -36,307   | -41,986   |
| Foreign Exchange Loss/Gain (Gain: —)                 | 14,324  | 1,969   |
| Loss/Gain on LLP Investment (Gain: —)                | 53,689  | 73,051  |
| Valuation Loss on Investment Securities (Gain: —)    | 19,979  | 24,263  |
| Valuation Loss on Stock in Affiliates                | 527,154   | 29,999  |
| Loss on Sale of Fixed Assets (Gain: —)               | 8   | 578   |
| Loss on Disposal of Fixed Assets                     | 21,619  | 124,206   |
| Gain on Transfer of Business (Gain: -)               | -6,281  | _   |
| Special Severance Payment                            | _   | 236,184   |
| Insurance refund                                     | _   | -84,807   |
| Change in Accounts Receivable (Increase: -)          | 621,533   | 1,050,940   |
| Change in Accounts Payable (Decrease: —)             | 58,458  | -92,796   |
| Change in Payments Due (Decrease: —)                 | -467,161  | -518,382  |
| Change in Other Current Assets (Increase: -)         | -70,355   | -120,470  |
| Change in Other Current Liabilities (Decrease: -)    | -223,339  | -531,269  |
| Change in Other Fixed Assets (Increase: —)           | 69,107  | 53,054  |
| Subtotal   | 6,637,956   | 1,654,908   |
| Interest and Dividends Received                      | 32,434  | 45,542  |
| Corporate Taxes Paid                                 | -3,733,585  | -1,769,552  |
| Special Severance Payment Amount                     | _   | -236,184  |
| Cash Flows from Operating Activities                 | 2,936,805   | -305,285  |
| Cash Flows from Investing Activities                 |   | •   |
| Cash from Redemption of Time Deposits                | 228,300   | 1,000,000   |
| Cash used for Purchase of Investment Securities      | -30,000   | -387,500  |
| Cash Provided from Sale of Investment Securities     | 37,000  | 8,018   |
| Cash used for Purchase of Stock in Affiliates        | -30,000   | -520,968  |
| Cash used for Purchase of Tangible Fixed Assets      | -323,464  | -123,323  |
| Cash Provided from Sale of Tangible Fixed Assets     | 8   | 20  |
| Cash used for Purchase of Intangible Fixed Assets    | -620,409  | -561,010  |
| Cash used for Deposit Guarantees                     | -39,674   | -30,651   |
| Cash Provided from Return of Deposit and Guarantees  | 71  | 404,296   |
| Cash used for Accumulation of Insurance Reserve      | -8,666  | -1,391  |
| Cash Provided from Cancellation of Insurance Reserve | _   | 525,198   |
| Cash used for Loan Extensions                        | -3,190  |   |
| Cash Provided from Loan Repayments                   | 1,481   | 15,906  |
| Cash Flows from Investing Activities                 | -788,544  | 328,593   |

| Cash Flows from Financing Activities                    | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
|---|---|---|
| Cash Provided by Issuance of Stock                      | 64,928  | 6,497   |
| Cash used for Purchase of Treasury Stock                | -1,553,757  | -484,629  |
| Cash used for Dividend Payments                         | -994,238  | -974,085  |
| Cash used for Repayment of Lease Obligations            | -   | -13,847   |
| Cash Flows from Financing Activities                    | -2,483,066  | -1,466,064  |
| Translation Adjustment for Cash and Cash Equivalents    | -11,814   | 1   |
| Net Increase in Cash and Cash Equivalents (Decrease: —) | -346,620  | -1,442,755  |
| Cash and Cash Equivalents, Beginning of Period          | 8,003,825   | 7,657,204   |
| Cash and Cash Equivalents, End of Period                | 7,657,204   | 6,214,449   |

| (5) | Notes Relating to                        | the Going Concern | Assumption |
|-----|--|-------------------|------------|
| (-) | - 10112 - 111111111111111111111111111111 |                   | rp         |

The Company had no material items to report.

# (6) Important Accounting Methods

| Prior Fiscal Year Current Fiscal Year                              |   |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
| Category   | (From January 1, 2008 to December 31, 2008)   | (From January 1, 2009 to December 31, 2009)  |  |  |  |  |  |
| 1 Marketable<br>Securities<br>Valuation<br>Standards an<br>Methods | (1) Subsidiary Company Stock Cost method; cost determined via the moving average method   | disposal cost determined by the moving average method) based on the market price on the accounting period closing date or similar prices Securities without a Market Price Same as at left   |  |  |  |  |  |
| 2 Inventory As<br>Valuation<br>Standards an<br>Methods             | Last Purchase Price Method  | Last Purchase Price Method (amounts shown on the balance sheet are calculated by determining write-downs of book value based on the decline in profitability)  Beginning from the fiscal year under review, the Company has adopted the Accounting Standard for Measurement of Inventories (Accounting Standards Board of Japan Accounting Standard Statement No. 9 dated July 5, 2006).  The affect of this change on the financial statements is not material.   |  |  |  |  |  |
| 3 Depreciation Method for I Assets                                 | (1) Tangible Fixed Assets  Declining balance method.  However, the Company has adopted the straight-line method for buildings (excluding installed facilities).  Depreciable lives used are as follows: Buildings 5-24 years Equipment and Fixtures 2-20 years  (Additional Information)  Following the revision of the Corporation Tax Law, assets acquired on or prior to March 31, 2007 will be depreciated using the pre-revision depreciation method until such time as they reach 5% of their acquisition price, and then subject to straight-line depreciation in the next fiscal year continuing over a period of five years for the difference between 5% of the acquisition price and the final memorandum price.  The effective of this accounting treatment on operating income, ordinary income and income before taxes and adjustments is negligible. | (1) Tangible Fixed Assets Declining balance method. However, the Company has adopted the straight-line method for buildings (excluding installed facilities). Depreciable lives used are as follows: Buildings 5-24 years Equipment and Fixtures 2-20 years  For assets acquired on or before March 31, 2007 that have been fully depreciated, the remaining book values are depreciated in equal amounts over a five-year period beginning from the year in deprecation to the residual values was completed. |  |  |  |  |  |

|   | Category  | Straight-line method.   | Current Fiscal Year (From January 1, 2009 to December 31, 2009) Intangible Fixed Assets Same as left Lease Assets  |
|---|---|---|--|
|   |   | based on the assumed useful life according to the nature of the software.   | Lease assets related to finance lease transactions, in which ownership is not transferred to the lessee  The Company has adopted an accounting method using the leasing period as the useful life and zero residual value. |
| 4 | Accounting<br>Standards for<br>Reserves   | To provide for looses on doubtful accounts, the Company charges to income an amount based on actual loss experience related to normal accounts, plus an amount for projected unrecoverable amounts based on an assessment of the collectability of individual accounts.   | Reserve for Bad Debt<br>Same as left   |
|   |   | (2) Reserve for Bonuses To fully provide for bonuses to be paid to employees during the period, the Company reserves an appropriate amount as an obligation.  | Reserve for Bonuses Same as left   |
|   |   | (3) Reserve for Director Bonuses  To fully provide for bonuses to be paid to directors during the period, the Company reserves an appropriate amount as an obligation.  | Reserve for Director Bonuses  –  |
| 5 | Accounting for<br>Lease Transactions  | For finance lease transactions other than those that transfer ownership of property to the lessee, rent expenses are charged to income as payments are made based on the method applied for ordinary rental transactions.   | _  |
| 6 | Scope of Funds<br>included in<br>Statements of Cash<br>Flows                    | Funds included in cash (cash and cash equivalents) on the Statement of Cash Flows include cash on hand, deposits that can be withdrawn on demand and highly liquid short-term investments that mature within three months of the date of acquisition and which can be easily converted into cash and that have minimal risk of a change in price. | Same as left   |
| 7 | Other Important Matters used as a Basis for Preparation of Financial Statements | (1) Accounting for Consumption Taxes Consumption taxes are removed from all Income Statement and Balance Sheet items.   | Accounting for Consumption Taxes Same as left  |

## (7) Changes in Important Accounting Methods

Accounting Standard for Lease Transactions Etc.

Traditionally, the Company accounted for finance lease transactions except for leases that transfer ownership of the property by applying accounting treatment based on the method applied for ordinary rental transactions. Beginning from the fiscal year under review, the Company has adopted the Accounting Standard for Lease Transactions (Accounting Standards Board of Japan Statement No. 13, June 17, 1993 (Business Accounting Council Subcommittee No. 1), revised March 30, 2007) and the Implementation Guidance on Accounting Standard for Lease Transactions (Guidance on Accounting Standard for Lease Transactions No. 16, January 18, 1994 (the Japanese Institute of Certified Public Accountants, Accounting System Committee), revised March 30, 2007), and will apply the standard for lease transactions based on the accounting treatment applied for ordinary purchase and sale transactions.

The Company accounts for finance lease transactions for which the lease start date is on or before October 31, 2008 by applying accounting treatment based on the method applied for ordinary rental transactions.

The effect of this change on earnings is not material.

#### (8) Notes to Financial Statements

## (Balance Sheets)

| Prior Fiscal Year<br>(As of December 31, 2008)  | Current Fiscal Year<br>(As of December 31, 2009)  |  |  |
|---|---|--|--|
| Overdraft Facility Agreement To procure working capital efficiently the Company has concluded an overdraft facility agreement with one of its transaction banks. The unused balance at the end of the current fiscal year based on this agreement was as follows. | Overdraft Facility Agreement To procure working capital efficiently the Company has concluded an overdraft facility agreement with one of its transaction banks. The unused balance at the end of the current fiscal year based on this agreement was as follows. |  |  |
| Maximum Overdraft Amount 1,000,000 thousand yen   | Maximum Overdraft 1,000,000 thousand yen  |  |  |
| Outstanding Borrowings —  | Outstanding Borrowings —  |  |  |
| Balance 1,000,000 thousand yen  | Balance 1,000,000 thousand yen  |  |  |

#### (Income Statements)

| Prior Fiscal Year     |                                 |                     | Current Fiscal Year |                                  |                     |  |
|-----------------------|---------------------------------|---------------------|---------------------|----------------------------------|---------------------|--|
|                       | (From January                   | 1, 2008             |                     | (From Januar                     | y 1, 2009           |  |
| to December 31, 2008) |                                 |                     |                     | to December 31, 2009)            |                     |  |
| *1                    | *1 Loss on Sale of Fixed Assets |                     | *1                  | Loss on Sale of Fixed Assets     |                     |  |
|                       | Equipment and fixtures          | 8 thousand yen      |                     | Equipment and fixtures           | 578 thousand yen    |  |
| *2                    | Loss on Disposal of Fixed A     | Assets              | *2                  | Loss on Disposal of Fixed Assets |                     |  |
|                       | Structures                      | 2,790 thousand yen  |                     | Buildings                        | 59,646 thousand yen |  |
|                       | Software                        | 18,829 thousand yen |                     | Structures                       | 4,803 thousand yen  |  |
|                       |                                 |                     |                     | Equipment and fixtures           | 41,025 thousand yen |  |
|                       |                                 |                     |                     | Software                         | 18,730 thousand yen |  |

(Statement of Changes in Net Assets)

1. Class of Shares Issued and Number of Shares, Treasury Stock and Number of Shares

Prior Fiscal Year (From January 1, 2008 to December 31, 2008)

|                       | Number of Shares at<br>Prior Fiscal Year | Increase in Number of Shares during | Decrease in Number of Shares during | Number of Shares at<br>Current Fiscal Year |
|-----------------------|--|-------------------------------------|-------------------------------------|--|
|                       | End                                      | Current Fiscal Year                 | Current Fiscal Year                 | End  |
|                       | (shares)                                 | (shares)                            | (shares)                            | (shares)                                   |
| Issued Shares         |  |                                     |                                     |  |
| Common Stock (Note 1) | 242,956                                  | 2,382                               | _                                   | 245,338                                    |
| Total                 | 242,956                                  | 2,382                               | _                                   | 245,338                                    |
| Treasury Stock        |  |                                     |                                     |  |
| Common Stock (Note 2) | _  | 7,000                               | _                                   | 7,000                                      |
| Total                 | _  | 7,000                               | _                                   | 7,000                                      |

<sup>(</sup>Note 1) The increase of 2,382 shares in total issued shares of common stock was an increase due to the issue of new shares based on execution of subscription rights in connection with incentive stock options.

#### Current Fiscal Year (From January 1, 2009 to December 31, 2009)

|                       | Number of Shares at<br>Prior Fiscal Year | Increase in Number of Shares during | Decrease in Number of Shares during | Number of Shares at<br>Current Fiscal Year |
|-----------------------|--|-------------------------------------|-------------------------------------|--|
|                       | End                                      | Current Fiscal Year                 | Current Fiscal Year                 | End  |
|                       | (shares)                                 | (shares)                            | (shares)                            | (shares)                                   |
| Issued Shares         |  |                                     |                                     |  |
| Common Stock (Note 1) | 245,338                                  | 286                                 | _                                   | 245,624                                    |
| Total                 | 245,338                                  | 286                                 | _                                   | 245,624                                    |
| Treasury Stock        |  |                                     |                                     |  |
| Common Stock (Note 2) | 7,000                                    | 5,500                               | _                                   | 12,500                                     |
| Total                 | 7,000                                    | 5,500                               | _                                   | 12,500                                     |

<sup>(</sup>Note 1) The increase of 286 shares in total issued shares of common stock was an increase due to the issue of new shares based on execution of subscription rights in connection with incentive stock options.

# 2. Matters related to Subscription Rights and Treasury Stock Subscription Rights No material items to report.

## 3. Matters related to Dividends

### (1) Dividends Paid

| Resolution   | Class of<br>Stock | Source of<br>Dividend | Total<br>Dividend<br>(thousand yen) | Dividend per<br>Share (yen) | Date of Record    | Payment Date   |
|--|-------------------|-----------------------|-------------------------------------|-----------------------------|-------------------|----------------|
| March 27, 2009<br>Regular General<br>Shareholders' Meeting | Common<br>Stock   | Retained<br>Earnings  | 977,185                             | 4,100                       | December 31, 2008 | March 30, 2009 |

# (2) Dividends for which the Date of Record is during the Current Fiscal Period but the Proposed Payment Date is in the Following Fiscal Period

| Resolution   | Class of<br>Stock | Source of Dividend   | Total<br>Dividend<br>(thousand yen) | Dividend per<br>Share (yen) | Date of Record    | Proposed<br>Payment Date |
|--|-------------------|----------------------|-------------------------------------|-----------------------------|-------------------|--------------------------|
| March 30, 2010<br>Regular General<br>Shareholders' Meeting | Common<br>Stock   | Retained<br>Earnings | 186,499                             | 800                         | December 31, 2009 | March 31, 2010           |

<sup>(</sup>Note 2) The increase of 7,000 treasury shares of common stock was an increase due to treasury stock purchases approved during the meeting of the board of directors on February 15, 2008.

<sup>(</sup>Note 2) The increase of 5,500 treasury shares of common stock was an increase due to treasury stock purchases approved during the meeting of the board of directors on February 12, 2009.

# (Statements of Cash Flows)

| Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) |   |                        | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |   |                        |
|---|---|------------------------|---|---|------------------------|
| 1   | 1 Relationship between cash and cash equivalents at the end of the fiscal period and line item amount on the balance sheets (as of December 31, 2008) |                        | 1   | 1 Relationship between cash and cash equivalents at the end of the fiscal period and line item amount on the balance sheets (as of December 31, 2009) |                        |
|   | Cash and Deposits account   | 8,657,204 thousand yen |   | Cash and Deposits account   | 6,214,449 thousand yen |
|   | Term Deposits with a<br>Maturity Longer than 3<br>Months  | 1,000,000 thousand yen |   | Term Deposits with a<br>Maturity Longer than 3<br>Months  | — thousand yen         |
|   | Cash and Cash<br>Equivalents  | 7,657,204 thousand yen |   | Cash and Cash<br>Equivalents  | 6,214,449 thousand yen |

|     | Equivalents   | _  | 7,007,201                                  | thousand yen                                      | Equivalents   | 0,211,117 thousand yen                               |
|-----|---|--|--|---|---|--|
| •   | (Lease Transac  | ctions)                                  |  |   |   |  |
|     | (Fr   | Prior Fiscal<br>om January<br>December 3 | 1, 2008                                    |   | (From Jan   | t Fiscal Year<br>uary 1, 2009 to<br>aber 31, 2009)   |
|     | nance lease transar<br>rnership rights to t<br>(Lessee)   |  |  |   | Finance lease transactions ownership rights to the pro- | except for leases that transfer operty of the lessee |
| (a) | Amounts corresprices, accumula impairment loss the period   | ated deprec                              | iation, acci                               | umulated asset                                    | These items are omitted b material items to report.     | ecause the Company had no                            |
|     |   | Acquisition<br>Price<br>thousand yen)    | Accumulate<br>Depreciation<br>(thousand ye | of Period   |   |  |
|     | Tangible Fixed Assets (Equipment and Fixtures)  | 43,261                                   | 15,05                                      | 3 28,207  |   |  |
| (b) | Total 43,261 15,053 28,207  (b) Outstanding balance of future lease payments at the end of the period, etc.  Outstanding balance of future lease payments at the  |  |  | nyments at the                                    |   |  |
|     | end of the period<br>Within one year<br>More than one y   |  |  | thousand yen thousand yen                         |   |  |
|     | Total   |  |  | thousand yen                                      |   |  |
| (c) | Amount of lease impairment accorpaid and impairm  | ount, depred                             | reversal o                                 | f lease asset                                     |   |  |
|     | Lease Payments Depreciation Ex  |  |  | thousand yen thousand yen                         |   |  |
|     | Interest Expense  | ;  | 320  | thousand yen                                      |   |  |
| (d) | (d) Accounting method for amount equivalent to depreciation expense and interest expense  (i) Accounting method for amount equivalent to depreciation expense  Straight-line depreciation using the lease term as the depreciable life and zero residual value.         |  |  | ense<br>quivalent to<br>ne lease term as          |   |  |
|     | <ul> <li>(ii) Accounting method for amount equivalent to interest expense         Interest method using the difference between total lease payments and the acquisition price of the lease property, allocated to each year.     </li> <li>(Impairment Loss)</li> </ul> |  |  | quivalent to ce between total n price of the ear. |   |  |
|     | The Company d lease assets.   | oes not allo                             | ocate impai                                | rment losses to                                   |   |  |

## (Marketable Securities)

Prior Fiscal Year End (as of December 31, 2008)

## (a) Other Marketable Securities with Determinable Market Prices

The Company had no material items to report.

## (b) Other Marketable Securities with no Determinable Market Prices

| Category  | Amount Shown on Balance Sheet |
|---|-------------------------------|
| Investments in investment limited partnerships and similar vehicles | 375,605 thousand yen          |
| Unlisted stocks   | 247,470 thousand yen          |
| Straight bonds  | 250 thousand yen              |
| Total   | 625,575 thousand yen          |

(Note) A valuation loss on investment securities for unlisted stock of 19,979 thousand yen was recorded

## Current Fiscal Year End (as of December 31, 2009)

## (a) Other Marketable Securities with Determinable Market Prices

| Category  | Acquisition Cost     | Amount Shown on Balance Sheet | Difference           |
|---|----------------------|-------------------------------|----------------------|
| Listed stock whose amount on the balance sheet exceeds the acquisition cost | 387,500 thousand yen | 632,500 thousand yen          | 245,500 thousand yen |
| Total   | 387,500 thousand yen | 632,500 thousand yen          | 245,500 thousand yen |

#### (b)Other Marketable Securities with no Determinable Market Prices

| Category  | Amount Shown on Balance Sheet |
|---|-------------------------------|
| Investments in investment limited partnerships and similar vehicles | 295,824 thousand yen          |
| Unlisted stocks   | 225,706 thousand yen          |
| Total   | 521,530 thousand yen          |

(Note) A valuation loss on investment securities for unlisted stock of 24,263 thousand yen was recorded.

# (Derivative Transactions)

| Prior Fiscal Year  | Current Fiscal Year   |
|--|-----------------------|
| (From January 1, 2008  | (From January 1, 2009 |
| to December 31, 2008)  | to December 31, 2009) |
| The Company had no material matters to report because it does not engage in derivative transactions. | Same as left          |

## (Earnings from Investments in Companies Subject to Equity Method Accounting)

| Prior Fiscal Year   | Current Fiscal Year  |  |  |
|---|--|--|--|
| (From January 1, 2008   | (From January 1, 2009  |  |  |
| to December 31, 2008)   | to December 31, 2009)  |  |  |
| There are no material matters to report because the Company does not have investments for which equity method accounting is applicable. | The Company has omitted a description of affiliated companies it owns because the affiliated companies are not material when measured by earnings and retained earnings standards. |  |  |

# (Related Party Transactions)

Prior Fiscal Year (From January 1, 2008 to December 31, 2008)

The Company had no material matters to report.

Current Fiscal Year (From January 1, 2009 to December 31, 2009)

The Company had no material matters to report.

## (Tax-Effect Accounting)

| Prior Fisca  | l Year               | Current Fiscal Year   |                      |  |
|--|----------------------|---|----------------------|--|
| (As of Decembe   | r 31, 2008)          | (As of December 31, 2009)   |                      |  |
| Major Details related to the occurrence of Deferred     Tax Assets and Deferred Tax Liabilities  |                      | Major Details related to the occurrence of Deferred     Tax Assets and Deferred Tax Liabilities |                      |  |
| (Deferred Tax Assets)  |                      | (Deferred Tax Assets)   |                      |  |
| Valuation Loss on Stock in Affiliates  | 214,551 thousand yen | Valuation Loss on Stock in Affiliates   | 226,761 thousand yen |  |
| Depreciation Expense   | 153,181 thousand yen | Depreciation Expense  | 215,256 thousand yen |  |
| Reserve for Bonuses  | 95,601 thousand yen  | Reserve for Bonuses   | 32,140 thousand yen  |  |
| Enterprise Taxes Payable Employee Bonuses Payable  |                      |   | 34,093 thousand yen  |  |
| Impairment Loss Valuation Loss on  | 40,683 thousand yen  | Valuation Loss on<br>Investment Securities  | 38,357 thousand yen  |  |
| Investment Securities  | 28,481 thousand yen  | Other   | 26,742 thousand yen  |  |
| Other  | 54,939 thousand yen  | Valuation Reserve   | -50,567 thousand yen |  |
| Total Deferred Tax Assets  | 685,479 thousand yen | Total Deferred Tax Assets   | 522,784 thousand yen |  |
|  |                      | (Deferred Tax Liabilities)  |                      |  |
|  |                      | Projected Amount of<br>Enterprise Taxes Refund  | 69,200 thousand yen  |  |
|  |                      | Valuation Gain on<br>Investment Securities  | 99,715 thousand yen  |  |
|  |                      | Total Deferred Tax Liabilities  | 168,915 thousand yen |  |
|  |                      | Net Deferred Tax Assets   | 353,869 thousand yen |  |
| 2 Reconciliation between normal effective statutory tax rate and corporate tax rate after tax effect accounting:  The difference between the normal effective statutory tax rate and the corporate tax rate after tax effect accounting is less than 5%; accordingly, related notes have been omitted. |                      | 2 Reconciliation between no rate and corporate tax rate aft Same as a                           | •                    |  |

## (Stock Options)

Disclosure omitted here. Items related to stock options are disclosed through EDINET.

## (Per-Share Information)

| Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) |               | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |               |  |
|---|---------------|---|---------------|--|
| Net Assets per Share  | 57,954.36 yen | Net Assets per Share  | 55,605.54 yen |  |
| Net Income per Share  | 12,977.66 yen | Net Income per Share  | 1,965.24 yen  |  |
| Fully Diluted Net Income per Share                                  | 12,877.26 yen | Fully Diluted Net Income per Share                                    | 1,961.26 yen  |  |

## (Note) Basis for calculating net income per share and fully diluted net income per share is shown below

| Category   | Prior Fiscal Year<br>(From January 1, 2008<br>to December 31, 2008) | Current Fiscal Year<br>(From January 1, 2009<br>to December 31, 2009) |
|--|---|---|
| Net Income per Income Statements (thousand yen)  | 3,090,851   | 459,529   |
| Net Income associated with Common Stock (thousand yen)   | 3,090,851   | 459,529   |
| Amount not attributable to Common Stock Shareholders (thousand yen)  |   | _   |
| Average Shares of Common Stock Outstanding during the Period (shares)  | 238,167   | 233,828   |
| Net Income Adjustments (thousand yen)  |   | _   |
| Detail of Increase in Shares of Common Stock used to Calculate Fully Diluted Net Income per Share (shares)                               |   |   |
| Subscription Rights  | 1,536   | 301   |
| Share Warrants   | 321   | 174   |
| Increase in the Number of Shares of Common Stock (shares)  | 1,857   | 475   |
| Summary of Potential Shares not used in the Calculation of Fully Diluted Net Income per Share (potential shares have no dilutive effect) |   | _   |

(Material Subsequent Events)

The Company had no material matters to report

## 5. Other

(1) Changes in Assignment of Directors

The Company had no material items to report.

## (2) Other

The Company had no material items to report.