



## PC DEPOT CORPORATION

3-1-9 Shinyokohama, Kohoku-ku, Yokohama-shi, Kanagawa 222-0033, Japan

<http://www.pcdepot.co.jp>  
[ir@pcdepot.co.jp](mailto:ir@pcdepot.co.jp)

## Investor's Guide

Financial Results for Fiscal Year 2008  
(April 1, 2008 to March 31, 2009)

**The 15th business period**



PC DEPOT CORPORATION

**JASDAQ**  
Securities Code: 7618



## Consolidated net sales for Fiscal Year 2008(the 15th business period)

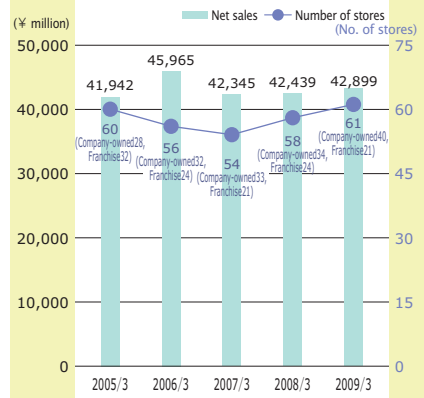
# ¥42,899 million

Consolidated operating income **¥1,259** million  
 Consolidated ordinary profit **¥1,428** million  
 Consolidated net income **¥684** million

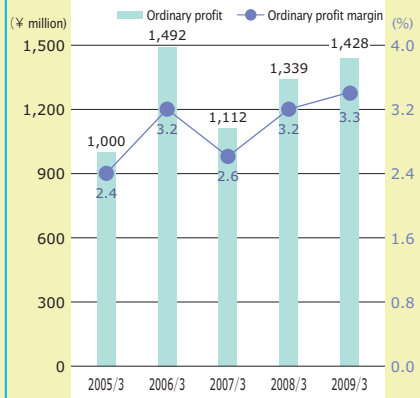


### Working to improve the safety of PCs, Internet, and data

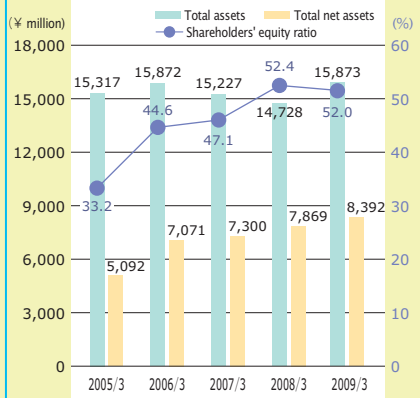
#### Net sales and number of stores



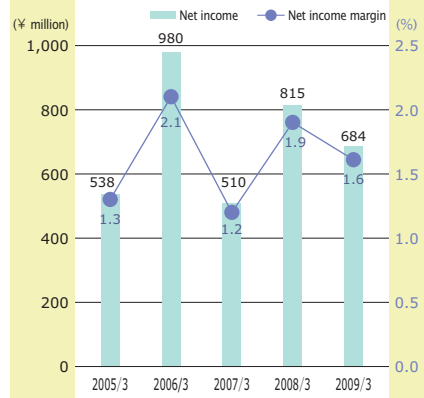
#### Ordinary profit and ordinary profit margin



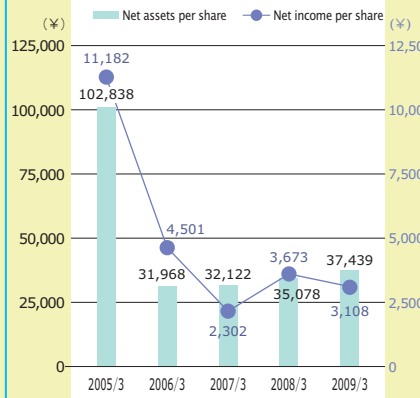
#### Total assets and shareholders' equity



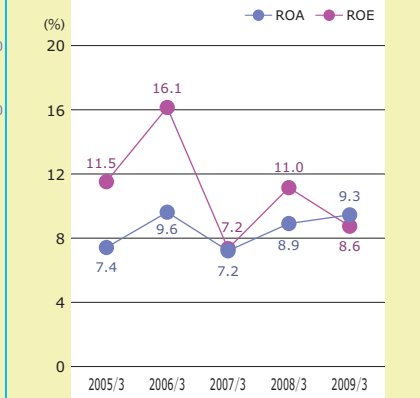
#### Net income and net income margin



#### Net assets per share and net income per share



#### ROA · ROE



(Disclaimer) Earnings forecasts and projections in these materials are based on currently available information and include various uncertainties. Actual results may differ from these forecasts and projections due to changes in the business climate and other factors.

I hope this greeting finds our shareholders in good health. First, I would like to offer my deepest gratitude for your continued support.

I would now like to discuss our business results for Fiscal 2008 (the 15th fiscal year that started April 1, 2008 and ended March 31, 2009).

In the PC industry, low-priced PCs (Note1) less than 50,000 yen were launched successively to market in the summer, and became one of the most popular products. Also, the average prices of desktop PCs with large screens, and high-performance PCs, continued to decline, increasing the sense of value for consumers.

PC DEPOT strengthened its lineup and sales of these PCs and peripheral equipment, boosting PC sales volumes by 29.5% over the previous fiscal year. Sales of peripheral equipment and related technical services were also firm. So-called "volume benefits" gradually emerged from the second quarter, and continued through the second half.

On the services side of the business, PC DEPOT strengthened sales of PCs in coordination with technical services, taking full advantage of the Company's strengths, and pro-actively promoted solutions sales. PC DEPOT also worked to capture more members for its "Premium Service," a proprietary membership system offering maintenance services for a monthly fee, by launching services for 50,000 yen PCs. This raised the number of Premium Service members to 95,000 at the end of the fiscal year.

Regarding the store network, PC DEPOT opened three new stores (in Kanagawa Prefecture, Chiba Prefecture, and Tochigi Prefecture), and closed one. Of these, the Ashikaga Store, opened in Tochigi Prefecture, is the largest suburban PC specialty store in Japan with 3,000 square meters of floor space. In August, PC DEPOT acquired four franchise stores in the northern Kanto region and converted them to directly-managed stores, and opened its first franchise store in Okayama Prefecture in November. (Note 2) The PC DEPOT network consisted of 61 stores at the end of the fiscal year: 40 directly-managed stores and 21 franchise stores. Also, seven new "PC Clinics" (PC technical service counter stores) were opened as

franchises within volume electronics retailers, expanding the PC Clinic network to 21 stores at the end of the fiscal year.

As a result of the above activities, Group sales totaled 42,899 million yen (+1.1% year-over-year), operating income 1,259 million yen (+2.5%), and ordinary income 1,428 million yen (+6.6%). Net income declined 16.1% to 684 million yen due to the absence this year of 363 million yen in extraordinary income booked last year due to proceeds from the sale of investment securities and other factors.

In Fiscal 2009 (the 16th fiscal year that started April 1, 2009 and ends March 31, 2010), PC DEPOT will continue to strengthen its lineup of low-priced PCs under 50,000 yen, and of high-performance PCs and high-capacity/high-speed peripheral equipment compatible with the new operating system "Windows 7." It will also expand its technical service menu for "upgrade" demand, and strengthen sales of technical services including anti-virus protection and data transfers so customers can securely use their newly purchased PCs. Also, PC DEPOT will become the first mobile virtual network operator (MVNO) in the retail industry starting April, and will offer its "Premium Service" (a proprietary membership system offering maintenance services for a monthly fee) as a comprehensive service product with added telecommunications functions.

Regarding store network development, PC DEPOT plans to open 5-6 stores, mostly large ones, and has already opened a large-scale store (3,000 square meters of floor space) in Sayama in May 2009. It also aims to expand its network of PC Clinics, opened as franchise stores within volume electronics retailers, to 50 at the end of Fiscal 2009, to provide PC repair and other services.

PC DEPOT aims to promote management from the standpoint of CSR and respond to customers' cries of "Help!", mainly via its PC Clinics, based on the slogan of "improving the safety/security of PCs, Internet, and data." I would finally like to ask our shareholders for their continued support and guidance.

June 2009

**Takahisa Nojima**, President and Chief Executive Officer

(Notes) 1. Mini-notebook PCs/ generally known as "50,000 yen PCs"  
2. Okayama Store is operated by KITAMURA PC DEPOT CORPORATION  
3. Mobile Virtual Network Operator



# Business Highlights

## PC DEPOT released products in its original brand "OZZIO" series

October  
March

PC DEPOT launched new products in its original brand "OZZIO" series including a low-priced mini-notebook in October, and an "All-in-One LCD-Desktop" in March.



Shonandai Store opened.  
(operated by PC DEPOT CORPORATION)

PC DEPOT acquired four franchise stores  
(Oyama Head Store, Tsuchiura Great Center, Mito Store, and Tokai Store)

## PC DEPOT transferred its head offices

The PC DEPOT Group transferred its head offices in order to consolidate group companies and call centers, and strengthen internal control. It also established a "Cyber Sheriff Center" within its head offices to conduct "store rounds" of all nationwide stores via store cameras.



October

## Forecast for Fiscal 2009

### 【Store network】

PC DEPOT	61 stores ▶ <b>69 stores</b>
	(Directly-managed +6) Franchise +2)
PC Clinic	21 stores ▶ <b>50 stores</b>

### 【Business performance】

Net sales	¥42,899million ▶ <b>¥45,000million</b>
Operating income	¥1,259million ▶ <b>¥1,500million</b>
Ordinary profit	¥1,428million ▶ <b>¥16,000million</b>

April

May

June

July

August

September

October

November

December

January

February

March

## Began PC Clinic franchising

PC DEPOT began the franchising of PC Clinics within volume electronics retailers starting August 1.



August

## Offers maintenance services and convenient service plans

September  
November

Within its "Premium Service," a proprietary membership system offering maintenance services for a monthly fee, PC DEPOT launched a plan for mini-notebooks in September, and a low-priced plan in November.



Kamagaya Store opened.  
(operated by PC DEPOT CORPORATION)



Okayama Head Store opened.  
(operated by KITAMURA PC DEPOT CORPORATION)



## Introduced "eco-bags"

PC DEPOT introduced and began the sale of "eco-bags" as part of its CSR activities. Customers can use these bags when they purchase products and bring in their PCs for inspection and repair.



November

## Opened Japan's largest PC specialty store! (3,000 square meters of floor space)

November

PC DEPOT opened "PC DEPOT Ashikaga Store," its first large-scale store with 3,000 square meters of floor space.



It is a more convenient store for customers with a wide product lineup and an expanded PC Clinic.

We would like to introduce the Ashikaga Store





# This is what makes a large-scale store so convenient!



### Store data

Store name	Ashikaga Store
Location	Ashikaga, Tochigi Prefecture
Date of opening	November 23, 2008
Space	Approximately 3,000 square meters of floor space
Parking garage	Parking garage with roughly 1,800 spaces within VivaMall
Operating hours	10:15-20:00



## Wide sales floor space

Wide product lineup only available at specialty stores, and carefree shopping with spacious aisles

Large and bulky merchandise can be placed in the shopping carts available within our stores.



## Sales of used products

The store does not just sell used products, but also buys back used PCs for reuse

We will buy back your unneeded PCs and peripheral equipment and recycle them for resale within our stores.



## PC Clinic

The PC Clinic can provide simultaneous maintenance for roughly 100 PCs

Many PCs can be attended to simultaneously, so there is no need to make a prior reservation. Feel free to bring in your PC whenever you have a problem.



## Free space

Spacious relaxation area

Sit and relax here while your PC is being examined, or take a break from shopping.



## Answer Center

PC proficient staff available to help you with your shopping

Please visit the Answer Center for questions or advice about PCs and the Internet. Technical staff are always available to help you.



## DIY

You can assemble your purchased products here

Please use this space set aside for customers who want to assemble their own PC or set up parts. We have readied all necessary tools.



We will continue to develop large-scale stores that not only offer wide-product lineups, but that focus on the convenience of customers.



# Consolidated Financial Statements

## Consolidated balance sheets

(¥ million)

Item	Period	FY2007 (as of March 31, 2008)	FY2008 (as of March 31, 2009)	Change
<b>Assets</b>				
<b>Current assets</b>				
Cash and deposits		1,856	1,802	(54)
Accounts receivable — trade		1,575	1,779	204
Inventories		5,072	4,446	(626)
Accounts receivable — other		890	617	(273)
Other		471	512	41
<b>Total current assets</b>		<b>9,864</b>	<b>9,156</b>	<b>(708)</b>
<b>Fixed assets</b>				
<b>Tangible fixed assets</b>				
Buildings and structures		976	1,323	347
Tools, furniture and fixtures		330	445	115
Other		103	137	34
<b>Total tangible fixed assets</b>		<b>1,410</b>	<b>1,906</b>	<b>496</b>
<b>Intangible fixed assets</b>		<b>663</b>	<b>1,697</b>	<b>1,034</b>
<b>Investment and other assets</b>				
Investment securities		216	270	54
Deferred tax assets		68	65	(3)
Guarantee deposits		1,376	1,389	13
Lease deposits		1,046	1,208	162
Other		81	177	96
<b>Total investment and other assets</b>		<b>2,790</b>	<b>3,112</b>	<b>322</b>
<b>Total fixed assets</b>		<b>4,864</b>	<b>6,717</b>	<b>1,853</b>
<b>Total assets</b>		<b>14,728</b>	<b>15,873</b>	<b>1,145</b>

**Total assets:**  
**¥15,873 million**

Total assets increased by ¥1,145 million. Current assets declined, despite an increase in inventories from new store openings, due to inventory cuts and a decline in accounts receivable-other from a decline in the number of franchise stores. However, noncurrent assets increased due to new store openings, systems investment, and the acquisition of a provider business at a subsidiary.

Note: Figures below ¥1 million are rounded down.

(¥ million)

Item	Period	FY2007 (as of March 31, 2008)	FY2008 (as of March 31, 2009)	Change
<b>Liabilities</b>				
<b>Current liabilities</b>				
Accounts payable — trade		2,719	2,618	(101)
Short-term borrowings		—	60	60
Current portion of long-term loans payable		162	370	208
Accounts payable — other		1,808	1,499	(309)
Other		1,045	1,140	95
<b>Total current liabilities</b>		<b>5,734</b>	<b>5,687</b>	<b>(47)</b>
<b>Long-term liabilities</b>				
Long-term loans payable		305	948	643
Guarantee deposits received		671	661	(10)
Other		149	185	36
<b>Total long-term liabilities</b>		<b>1,125</b>	<b>1,794</b>	<b>669</b>
<b>Total liabilities</b>		<b>6,859</b>	<b>7,481</b>	<b>622</b>
<b>Net assets</b>				
<b>Shareholders' equity</b>				
Common stock		1,601	1,601	—
Capital surplus		1,888	1,888	—
Retained earnings		4,414	4,944	530
Treasury stock		(186)	(186)	—
<b>Total shareholder's equity</b>		<b>7,718</b>	<b>8,248</b>	<b>530</b>
<b>Valuation and translation adjustments</b>				
Unrealized gains/losses on securities		4	(5)	(9)
<b>Total valuation and translation adjustments</b>		<b>4</b>	<b>(5)</b>	<b>(9)</b>
<b>Minority interest</b>		<b>147</b>	<b>149</b>	<b>2</b>
<b>Total net assets</b>		<b>7,869</b>	<b>8,392</b>	<b>523</b>
<b>Total liabilities and net assets</b>		<b>14,728</b>	<b>15,873</b>	<b>1,145</b>

**Total liabilities:**  
**¥7,481 million**

Total liabilities increased ¥622 million due to an increase in long-term loans payable.

**Total net assets:**  
**¥8,392 million**

Total net assets increased ¥523 million due to an increase in retained earnings and other factors.



# Consolidated Financial Statements

## Consolidated statements of income

(¥ million, %)

Item	Period	FY2007 (ended March 31, 2008)		FY2008 (ended March 31, 2009)		Change	
		Amount	%	Amount	%	Amount	%
Net sales		42,439	100.0	42,899	100.0	460	1.1
Cost of sales		32,715	77.1	32,214	75.1	(501)	(1.5)
Gross profit		9,723	22.9	10,685	24.9	962	9.9
Selling, general and administrative expenses		8,493	20.0	9,425	22.0	932	11.0
Operating income		1,229	2.9	1,259	2.9	30	2.5
Non-operating income		261	0.6	332	0.8	71	27.2
Non-operating expenses		150	0.3	163	0.4	13	8.7
Ordinary profit		1,339	3.2	1,428	3.3	89	6.6
Extraordinary gains		363	0.8	—	—	—	—
Extraordinary losses		117	0.3	110	0.3	(7)	(6.0)
Net income before income taxes		1,586	3.7	1,318	3.1	(268)	(16.9)
Total income taxes		747	1.8	620	1.4	(127)	(17.0)
Minority interests in income		22	0.0	13	0.0	(9)	(40.9)
Net income		815	1.9	684	1.6	(131)	(16.1)

Net sales:  
**¥42,899 million**

Existing-store sales declined 9.2% year-over-year due to a decline in unit prices of merchandise, but customer numbers increased 0.6% year-over-year.

Ordinary income:  
**¥14,228 million**

Ordinary income increased 6.6% year-over-year, despite an increase in selling, general and administrative expenses from an increase in new stores and capital investment, due to an improvement in gross profits from strong technical service sales and higher gross margins for merchandise.

Net income:  
**¥684 million**

Net income declined 16.1% year-over-year because we booked an extraordinary income from the sale of stock in an equity-method affiliate in the previous fiscal year, but booked an extraordinary loss from the transfer of head offices in the current fiscal year.

## Sales by product

(¥ million, %)

	FY2007 (ended March 31, 2008)		FY2008 (ended March 31, 2009)		Change	
	Amount	%	Amount	%	Amount	%
PC	10,159	23.9	10,180	23.7	21	0.2
Monitor	1,300	3.1	1,549	3.6	249	19.2
Printer	1,158	2.7	942	2.2	(216)	(18.7)
Peripherals	11,358	26.8	12,444	29.0	1,086	9.6
Accessories and supplies	4,604	10.9	4,747	11.1	143	3.1
Software	1,811	4.3	1,512	3.5	(299)	(16.5)
Office automation equipment, used goods, and others	4,301	10.1	3,975	9.3	(326)	(7.6)
Total sales of products	34,694	81.8	35,352	82.4	658	1.9
Income from royalties	515	1.2	562	1.3	47	9.1
Income from technical service and commissions	4,130	9.7	4,420	10.3	290	7.0
Total PC sales business	39,340	92.7	40,335	94.0	995	2.5
Internet-related business	3,098	7.3	2,563	6.0	(535)	(17.3)
Total	42,439	100.0	42,899	100.0	460	1.1

PC

Sales increased just 0.2% year-over-year, despite a 29.5% increase in volumes sales on strong volume growth from August, due to a decline in unit prices.

## Consolidated statements of cash flows

(¥ million)

Item	Period	FY2007 (ended March 31, 2008)		FY2008 (ended March 31, 2009)		Change	
		Amount	%	Amount	%	Amount	%
Cash flows from operating activities		756		1,846		1,090	
Cash flows from investing activities		87		(2,646)		(2,733)	
Cash flows from financing activities		(756)		746		1,502	
Effect of exchange rate changes on cash and cash equivalents		(1)		0		1	
Net change in cash and cash equivalents		85		(54)		(139)	
Cash and cash equivalents at beginning of year		1,771		1,856		85	
Cash and cash equivalents at end of year		1,856		1,802		(54)	

Cash flows from operating activities  
**¥1,846 million**

Cash flows from operating activities increased ¥1,846 million. The main positive factors were income before income taxes, a decrease in inventories, and depreciation and amortization. The main negative factor was income taxes paid.

Cash flows from investing activities  
**-¥2,646 million**

Cash flows from investing activities decreased ¥2,646 million. The main factors were outlays for the purchase of noncurrent assets, and the payment of lease and guarantee deposits.

Cash flows from financing activities  
**746 million**

Cash flows from financing activities increased ¥746 million. The main positive factor was an increase in loans, and the main negative factor was cash dividends paid.

## Consolidated statement of changes in shareholders' equity

(¥ million)

Fiscal Year 2008 (April 1, 2008 to March 31, 2009)	Shareholders' equity					Unrealized gains/losses on securities	Minority interest	Total net assets
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total Shareholders' equity			
Balance as of March 31, 2008	1,601	1,888	4,414	(186)	7,718	4	147	7,869
Changes of items during the period								
Dividends from surplus			(154)		(154)			(154)
Net income			684		684			684
Net change in items other than shareholders' equity						(10)	2	(7)
Total changes in items during the period	—	—	530	—	530	(10)	2	522
Balance as of March 31, 2009	1,601	1,888	4,944	(186)	8,248	(5)	149	8,392

Note: Figures below ¥1 million are rounded down, and percentages are rounded to one decimal place.





# Share Information

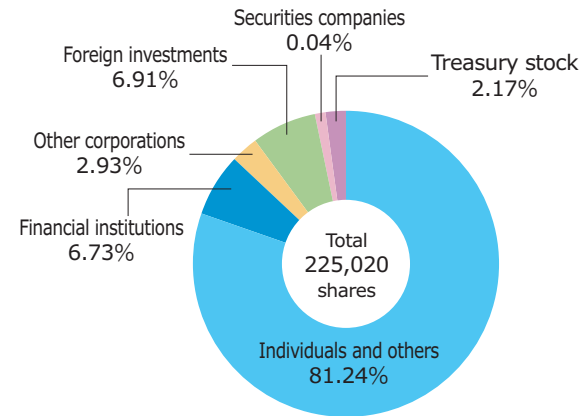
## ■ Status of shares (as of March 31, 2009)

Total number of shares authorized to be issued	890,000 shares
Total number of shares outstanding	225,020 shares
Number of shareholders	3,705 persons (Increase of 56 shareholders over the end of the interim period)

## ■ Major shareholders

Name of shareholder	Number of shares held (shares)	Voting rights ratio (%)
Takahisa Nojima	105,566	47.95%
Mellon Bank, N.A. Treaty clients Omnibus	7,942	3.60%
The Nomura Trust and Banking Co., Ltd. (investment account)	5,572	2.53%
Mizuho Bank, Ltd.	4,973	2.25%
PC DEPOT CORPORATION (treasury stock)	4,873	-%
Kinuyo Nojima	4,845	2.20%
HSBC Bank Plc Clients Non-tax Treaty	3,406	1.54%
PCM Employee Holding Company	2,689	1.22%
Yoshiko Nojima	2,400	1.09%
Goldman Sachs International	2,377	1.07%

## ■ Composition of shareholders



## ■ Shareholders benefits

Every year we present registered shareholders owning four or more shares as of March 31 with shareholder vouchers that can be used for purchases at our stores under the following conditions. Shareholder vouchers can be used at all Company-owned stores, franchise stores, or our Interest shopping site.

Number of shares held	Benefits
4 shares or more	Shareholder voucher equivalent of ¥1,000
10 shares or more	Shareholder voucher equivalent of ¥2,000
50 shares or more	Shareholder voucher equivalent of ¥10,000
100 shares or more	Shareholder voucher equivalent of ¥20,000
400 shares or more	Shareholder voucher equivalent of ¥50,000
1,000 shares or more	Shareholder voucher equivalent of ¥70,000

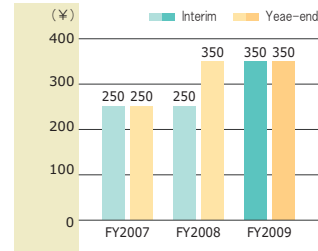


\* Our shareholder vouchers may not be redeemed for cash.  
\* These details are current as of March 31, 2009.  
\* Shareholders using shareholder vouchers for shopping on the Internet, are kindly requested to first contact us on the telephone number below for more information regarding how to make their purchases.

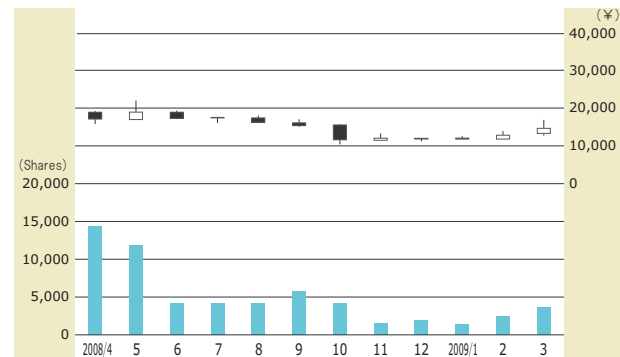
Phone number: 045-430-4615 (Japan) Contact hours: 11:00 to 20:00

## ■ Dividend performance

Dividend policy is a major priority for management and we aim for stable and consistent dividends. We paid annual dividends of ¥700 per share in Fiscal 2008 (ended March 31, 2009): an interim dividend of ¥350 per share, and a yearend dividend of ¥350.



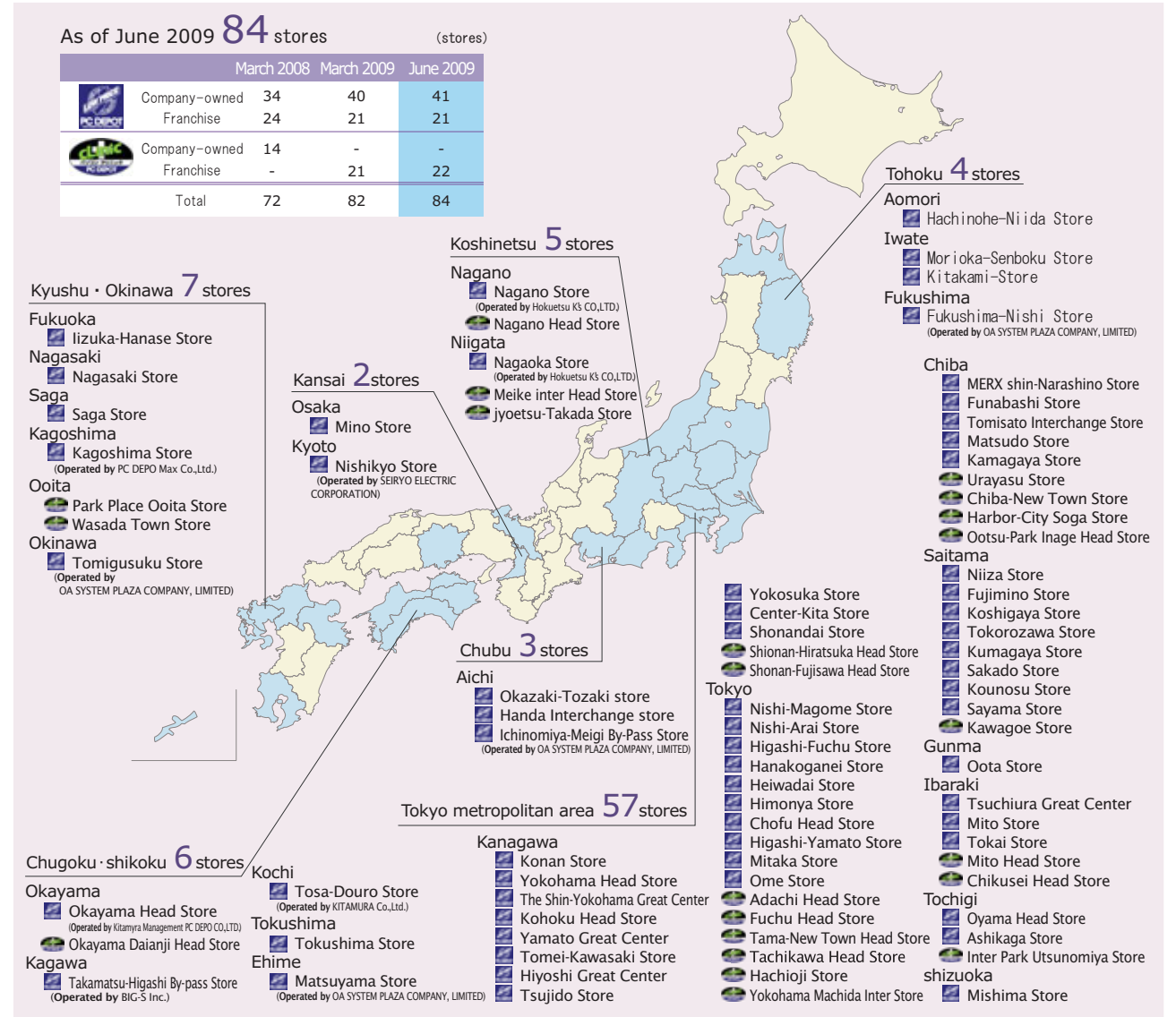
## ■ Share price and trade volume trends



# Store List

As of June 2009 **84** stores (stores)

	March 2008	March 2009	June 2009
Company-owned	34	40	41
Franchise	24	21	21
Company-owned	14	-	-
Franchise	-	21	22
<b>Total</b>	<b>72</b>	<b>82</b>	<b>84</b>





## ■ Company Profile (as of March 31, 2009)

Corporate name	PC DEPOT CORPORATION
Business outline	Management of PC DEPOT headquarters and stores Sales of PCs, PC-related products, and digital home appliances
Head office	3-1-9, Shinyokohama kohoku-ku, Yokohama-shi, Kanagawa 222-0033 Japan Phone number:045-472-7795(Japan)
Date of establishment	August 1994
Date of stock exchange listings	October 1999
Capital	¥1,601,190,000
Number of employees	391
Consolidated subsidiaries	ejworks Corporation BB Marketing Corp.

## ■ Board members (as of June 18, 2009)

President and Chief Executive Officer	Takahisa Nojima
Managing Director	Shigehiko Sakai
Director	Kenshi Hamamatsu
Director	Mitsuyoshi Hae
Director	Naohisa Sudo
Director	Hidehiro Takayama
Director	Hideaki Izawa
Standing Corporate Auditor	Eizo Akashi
Corporate Auditor	Masao Onoda
Corporate Auditor	Kunihiko Yamamoto



## Business Fiscal Year

From April 1 to March 31 of the following year

## Ordinary General Shareholders' Meeting

June annually

## Settlement Date of Shareholders to Whom Dividends of Retained Earnings Are Paid

September 30 and March 31  
Record dates other than the above are determined through resolution of the Board of Directors.

## Method of Public Notification

Public notifications are made by electronic means (URL:<http://www.pcdepot.co.jp>). However, in event of problems preventing electronic announcements by an accident or other unavoidable cause, details will be published in the Nikkei.

## Administrator of Shareholder Registry

Mitsubishi UFJ Trust and Banking Corporation  
1-4-5 Marunouchi, Chiyoda-ku, Tokyo 100-8212, Japan

## Office of Administrating Shareholder Registry

Mitsubishi UFJ Trust and Banking Corporation  
Corporate Agency Department  
1-4-5 Marunouchi, Chiyoda-ku, Tokyo 100-8212, Japan

## Contact of Administration of Shareholder Registry

Mitsubishi UFJ Trust and Banking Corporation  
Corporate Agency Department  
7-10-11 Higashisuna, Koto-ku, Tokyo 137-8081, Japan  
Tel:0120-232-711 (toll free)

## IR Calendar

Fiscal Year 2009

May 12	Full-term financial results announcement
June 18	Ordinary General Shareholders' Meeting
Beginning August	First quarter financial results announcement
Beginning November	Second quarter financial results announcement
Beginning February	Third quarter financial results announcement

## Website Guide

<http://www.pcdepot.co.jp>

We update corporate information, IR information, and store information in a timely manner.

### Store Information

- Information on Individual Stores
- Customer Support
- New Handouts

### Corporate Information/Investors Relations

- IR News ○IR Library
- Monthly data ○Share Information

Our IR website was selected as one of the "Top 580 Corporate IR Websites in 2009."

