# **Company Profile / Information for Shareholder**

## Company Profile (as of March 31, 2010)

Corporate name PC DEPOT CORPORATION
Business outline Direct and franchise management of PC DEPOT,
a comprehensive store specializing in PCs and
networks, and PC Clinic which provides PC re-
pair and technical services
Head office
Yokohama-shi, Kanagawa 222-0033 Japan
Phone number:045-472-7795(Japan)
Date of establishment ···· August 1994
Date of stock exchange listings October 1999
<b>Capital</b> ¥ 1,601,190,000
Number of employees ···· 487
Consolidated subsidiaries ejworks Corporation
BB Marketing Corp.
PC DEPOT KYUSYU CORPORATION

### Board members (as of June 23, 2010)

President and Chief Executive Officer Takahisa Nojima
Senior managing director Shigehiko Sakai
Director Kenshi Hamamatsu
Director Mitsuyoshi Hae
Outside director Hidehiro Takayama
Outside director Hideaki Izawa
Outside director Atsuomi Obayashi
Standing Corporate Auditor Eizo Akashi
Outside auditor Masao Onoda
Outside 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 / special account management institution

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

#### Contact info

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)

\*As share certificates have been digitized, please contact the securities firm at which you have an account, in order to revise shareholder's address, etc.



# **Investor's Guide**

# Financial Results for Fiscal Year 2009

April 1, 2009 to March 31, 2010)

PC DEPOT CORPORATION



# **To Our Shareholders**



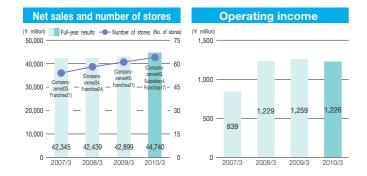
# Working to improve the safety of PCs, Internet, and data

I hope things are going well with you. We would like to express our heartfelt thanks to you for your patronage.

As for the business performance in the term ended Mar. 2010, the new OS "Windows 7" was released in October amid the stringent consumption environment, and the shipment volume of PCs increased from the previous year, showing the effect of the debut of the new OS. However, the "Eco Point System" enforced in May does not cover PC-related products, and so this relatively caused adverse effects on our company, which is a PC specialized store. From the second half, our competition with the volume electronics store became fierce in the wake of the Eco Point System. Then, gross profit from product sale and the number of customers decreased, resulting in an increase in sales and a decrease in profit.

Amid this situation, the performance of services was healthy. Technical services were improved to cope with the spread of new viruses, and the monthly-membership maintenance services (Premium Service) were offered with the settings for PC data transmission and the wireless environment. This won the support of customers, and the number of members reached about 132,000.

As for store operation, 4 large stores were opened and 1 store was closed. PC DEPOT KYUSYU CORPORATION, which became a consolidated subsidiary in July, operates 4 stores. Namely, the total number of stores is 64, including 43 directly-operated stores, 4 subsidiary's stores, and 17 FC stores. The total number of the



Consolidated net sales for Fiscal Year 2009 (the 16th business period) Consolidated Consolidated

million

 Consolidated operating income ¥1,226 million

 Consolidated ordinary profit
 ¥1,306 million

¥676 million

"PC Clinic," franchised by the volume electronics store with the inshop method, became 24, after 4 stores were opened and 1 store was closed.

Consolidated

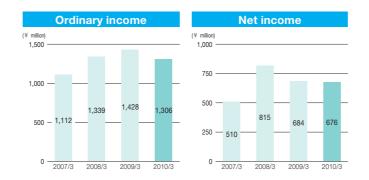
net income

The environment surrounding PCs is changing rapidly, as PC-related three-dimensional products and smartphones, etc. have been released and digital products have been linked to the Internet and networks. There is a possibility that we will suffer the adverse effects of the Eco Point System in the term ending Mar. 2011, too. However, we will improve and expand our products and services so as to provide customers with our products, related technical services, and the monthly-membership maintenance service (Premium Service) on a one-stop basis. In addition, we will open large stores and scrap unprofitable stores, and strive to increase stores in the Kanto area and dominate this area.

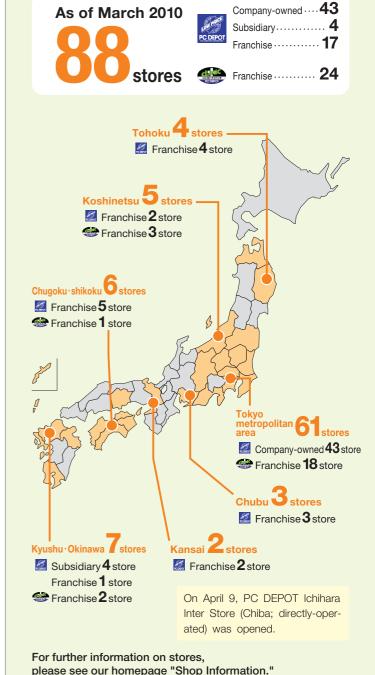
Our mission is to enable local residents to eliminate the digital divide due to the differences in "age, gender, income, education, and residence, etc.," through our stores. This was specified in the basic policy for CSR. We will make efforts to improve the safety of PCs, the Internet, and data in each region, for example, by checking any PCs that customers purchased anywhere without charging fees. We would appreciate your continued support and advices.

### June 2010

Takahisa Nojima, President and Chief Executive Officer



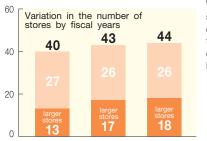
## **Store List**



http://www.pcdepot.co.jp/shop/index.html

# In the present age, we make efforts to establish large IT solution stores.

# PC DEPOT will become larger stores.



We will increase large stores with an acreage of over 1,500 m<sup>2</sup>, so as to offer a wider variety of services related to PCs and the Internet.

Fiscal 2008 Fiscal 2009 As of Apr. 2010 (stores)



In parallel with the construction of large stores, existing stores will be scraped, and replaced with new large stores.

Makuhari Inter Store (2,500 m<sup>2</sup>) (MERX Shin-narashino Store was closed, relocated, and enlarged in Mar. 2010.)





Stores will be opened at roadsides. to dominate the Kanto area.

### Ichihara Inter Store (2,600 m<sup>2</sup>) was opened in April.



Among the 5 stores to be established in fiscal 2010, Ichihara Inter Store has been opened, and other 2 stores are to be opened.

Winter of 2010 Fuji-shi, Shizuoka (1,500 m<sup>2</sup>) Spring of 2011 Hachioji-shi, Tokyo (2,100 m<sup>2</sup>)

# A broad array of products

We strive to handle the widest variety of products, including PCs, peripheral devices, parts, and used products, in each region,



We will increase the variety of products that can be connected to the Internet, such as network devices, smartphones, three-dimensional related products, and TV sets.



### We will establish a TV set selling space



We have decided to establish a TV corner in our stores to improve TV-related services, so as to meet customers' needs regarding networks, such as the connection between a TV set and a PC.

# PC DEPOT offers the service of developing a network in your house.

In addition to the "repair and technical maintenance support" mainly for PCs, we offer the service of the network setting of products that can be connected to the Internet, so that customers can use them comfortably without anxiety.





▲Network solution selling space(It introduces the network and wireless

▼PC Clinic(Counter offering repair and



# In order to offer better services, we have improved the expertise of our staff and streamlined our store operation.



We make efforts to secure the safety inside and outside our stores and streamline our store operation, by bolstering and monitoring safe store operation



We will promote the recruitment of new employees as the number of our stores increase, and train our employees to enhance the variety of products.

▲Cyber Sheriff Center (The headquarters monitor all stores. including franchised ones, with in-store cameras.)

We will keep making efforts to eliminate the digital divide through our stores, so that customers in each region think that our stores are "indispensable stores."

▲Ichihara Inter Store

# **Share Information**

### **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 Internet shopping site.

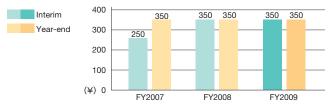
#### Number of shares held Benefits

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	•••••	<ul> <li>Shareholder</li> </ul>	voucher	equivalent	of	¥70,000

### **Dividend performance**

Our basic policy is to keep returning profit to shareholders stably with a consolidated payout ratio of about 20%, considering the fortification of financial systems and the enrichment of internal reserve.

Dividend policy is a major priority for management and we aim for stable and consistent dividends. In Fiscal Year 2009 (ending March 31, 2010), we plan to pay an interim dividend of 350 yen per share, and a yearend dividend of 350 yen (for an annual dividend of 700 yen).



## **Website Guide**



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

# http://www.pcdepot.co.jp

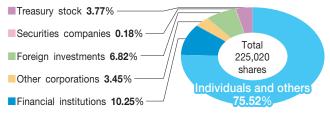
### Status of shares (as of March 31, 2010)

Total number of shares authorized to be issued 890,000 persons
Total number of shares outstanding 225,020 persons
Number of shareholders

## **Major shareholders**

Name of shareholder	Number of shares held (shares)	Voting rights ratio (%)
Takahisa Nojima	98,276	45.38%
PC DEPOT CORPORATION (treasury stock)	8,484	-%
Mellon Bank, N.A. Treaty Clients Omnibus	8,000	3.69%
Mizuho Bank, Ltd.	7,880	3.63%
The Nomura Trust and Banking Co., Ltd. (investment account)	5,461	2.52%
TRUST & CUSTODY SERVICES BANK, LTD. (TRUST ACCOUNT E) (Note.2)	5,000	2.30%
Kinuyo Nojima	4,845	2.23%
FGCS N.V. RE TREATY ACCOUNT (TAXABLE)	3,042	1.40%
Yoshiko Nojima	2,400	1.10%
BNY GCM CLIENT ACCOUNT JPRD AC ISG (FE-AC)	2,377	1.09%

## **Composition of shareholders**





### **Store Information**

Information on Individual Stores
New Handouts
Customer Support

### Corporate Information/ Investors Relations

•IR Library •Monthly data •From the president to investors •Share Information

The "Q&A with top management" page answers the questions about the strategies and businesses of our company, every month.

# Consolidated balance sheets (Overview)

(¥ million, %)	FY2008 (as of March 31, 2009)	FY2009 (as of March 31, 2010)	Change
Assets			
Current assets	9,156	10,511	1,355
Fixed assets	6,717	7,442	725
Total assets	15,873	17,954	2,081
Liabilities			
Current liabilities	5,687	6,472	785
Long-term liabilities	1,794	2,743	949
Total liabilities	7,481	9,216	1,735
Total net assets	8,392	8,738	346
Total liabilities and net assets	15,873	17,954	2,081

Note:Figures below ¥1 million are rounded down.

#### Point

**[Assets]** Assets increased by 2,081 million yen from the previous year, as inventories and property, plant and equipment, etc. augmented due to the increase of new stores and subsidiaries' stores, etc.

**[Liabilities]** Liabilities increased by 1,735 million yen from the previous year, as short- and long-term loans payable, etc. augmented due to the increase of new stores and subsidiaries' stores, etc.

# Consolidated statements of income (Overview)

(¥ million, %)	FY2008 (ended March 31, 2009)	FY2009 (ended March 31, 2010)	Change
Net sales	42,899	44,740	4.3
Gross profit	10,685	11,557	8.2
Selling, general and administrative expenses	9,425	10,331	9.6
Operating income	1,259	1,226	(2.7)
Ordinary profit	1,428	1,306	(8.6)
Net income before income	taxes 1,318	1,265	(4.0)
Net income	684	676	(1.1)

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

#### Point

**[Net sales]** Net sales were 104.3% of the previous year, due to the increase of new stores and subsidiaries' stores and the growth of sales from services.

**[Gross profit]** Sales from services were healthy, but the gross profit from product sale decreased.

# Consolidated statements of cash flows(Overview)

(¥ million)	FY2008 (ended March 31, 2009)	FY2009 (ended March 31, 2010)	Change
Cash flows from operating activities	1,846	182	(1,664)
Cash flows from investing activities	(2,646)	(1,561)	1,085
Cash flows from financing activities	746	1,330	584
Cash and cash equivalents at end of year	ar 1,802	1,753	(49)

Note:Figures below ¥1 million are rounded down.

#### Point

**[Cash flows from operating activities]** Increased 182 million yen due to net income before taxes and other adjustments and depreciation, etc. although inventories augmented due to the increase in the number of new stores.

**[Cash flows from investing activities]** Decreased 1,561 million yen due to the acquisition of non-current assets and the payment for lease and guarantee deposits, etc.

[Cash flows from financing activities] Increased 1,330 million yen due to the increase in loans, etc.l

# Sales by product

(¥ million, %)	FY2008 (ended March 31, 2009)	FY2009 (ended March 31, 2010)	Change
PC	10,159	10,180	0.2
Monitor	1,300	1,549	19.2
Printer	1,158	942	(18.7)
Peripherals	11,358	12,444	9.6
Accessories and supplies	4,604	4,747	3.1
Software	1,811	1,512	(16.5)
Office automation equipment, used goods, and others	4,301	3,975	(7.6)
Total sales of products	34,694	35,352	1.9
Income from royalties	515	562	9.1
Income from technical service and commissions	4,130	4,420	7.0
Total PC sales business	39,340	40,335	2.5
Internet-related business	3,098	2,563	(17.3)
Total	42,439	42,899	1.1

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

### Point

**[PC]** Sales volume was 116.9% of the previous year, and sales amount were 106.0% of the previous year.

[Income from technical service and commissions] It increased, as technical and maintenance services, etc. were healthy.