

	<p align="center">PC DEPOT CORPORATION: 7618 Osaka Securities Exchange (JASDAQ) Retail Trades</p>
<p>Points</p>	<p>【Current FY: Expecting higher sales and earnings】【Previous FY: Record-high sales and earnings】【Services are about 65% of earnings】【PC Clinic】【Technical services and support】 【Opening stores faster: Increase directly managed stores from 74 to 98 (plan)】</p>
<p>Remarkable Points</p>	<p>In current FY, expect sales and earnings to surpass the <record-high sales and earnings> in the previous FY Services have grown to about 65% of earnings! Sales of services up 131.2% from 2Q of previous FY 【Strong service sales】 Strong performances by technical services and support and by premium services (maintenance service for members who make monthly payments) 【Internet devices】 Enlarge the lineup of products that use the Internet 【Store network expansion: Increase from 74 to 98 directly managed stores (plan)】 Planning for 4 directly managed PC DEPOT stores, one subsidiary store, and at least 20 directly managed PC DEPOT PC Clinics</p>
<p>Topics</p>	<p>2012/2/8【 Results announcement for FY3/12 3Q】 Net sales: 36,349 million yen Gross profit: 10,969 million yen Operating income: 575 million yen Ordinary income: 728 million yen Net income: 344 million yen</p> <p>2012/2/8【 January Report】 January sales at all directly managed stores were 7.9% higher than one year earlier and directly-managed existing-store sales decreased 3.0%. The number of customers increased 0.2% at all directly managed stores and decreased 9.8% on an existing-store basis. For segment sales (directly managed stores), service sales were up 22.7% from one year earlier.</p>
<p>Business Activities Business Model</p>	<p>Direct and franchise management of PC DEPOT, a comprehensive store specializing in PCs and networks, and PC DEPOT PC Clinic which provides PC repair and technical services</p>
<p>Results of Operations Segment Information</p>	<p>FY3/12 Record-high sales and earnings! Net sales: 46,912 million yen (up 4.9% from previous FY) Operating income: 1,368 million yen (up 11.6% from previous FY) Ordinary income: 1,509 million yen (up 15.6% from previous FY) Net income: 737 million yen (up 9.0% from previous FY)</p> <p>(PC Sales Business) •Growth in service sales, up 27.1% from previous FY; strong performances by technical services and support and by premium services (maintenance service for members who make monthly payments) •Existing-store sales up 0.4% from previous FY; sales benefited from expanded lineup of Internet devices and rush demand in November prior to change in "eco-point" system. •VISION CENTER sales sections for large-sized TVs at PC DEPOT stores; part of measures to expand the lineup of Internet devices; all directly managed stores, 3 franchised stores •Resumed opening of directly managed PC DEPOT PC Clinics</p> <p><<Store network (as of the end of March 2011)>> Number of directly managed stores ↑PC DEPOT↑Opened 2 stores, closed 1 store: Total of 44 stores ↑PC DEPOT PC Clinic↑ Opened 13 stores: Total of 30 stores *Resumed opening directly managed stores in Sept. 2010 【Total of 74 directly managed stores】</p> <p>Number of PC DEPOT Group stores ↑PC DEPOT↑ 44 directly managed, 4 at subsidiaries, 17 franchised: Total of 65 stores ↑PC DEPOT PC Clinic↑ 30 directly managed, 6 franchised: Total of 36 stores 【Group total: 101 stores】</p> <p>(Internet-related Business) Sales down due to decrease in number of provider subscribers and delay in release of new service (hosting service); earnings down due to up-front investments for the development of new services.</p>
<p>Defining Characteristics</p>	<p><Roadside PC and networking comprehensive specialized retailer> Suburban stores specializing in PCs and networking. Large stores located mainly in the Tokyo area with floor areas of 1,600 to 3,300 square meters and large parking lots to establish dominant market positions.</p> <p><PC and PC related merchandise> PC DEPOT sells PCs along with PC peripherals, parts and other products as well as products using the company's own OZZIO brand. There is also a broad selection of Internet devices, such as TVs, smartphones, tablet PCs and other products that connect to the Internet. The goal is to offer the best selection of merchandise in each region for meeting the needs of everyone from beginners to experts.</p> <p><PC Clinic> Dedicated to solving customers' problems involving PCs and the Internet and providing a safe and secure environment primarily by supplying PC technical services and support. Technical services and support will be offered at PC DEPOT stores as well as at stand-alone PC DEPOT PC Clinic stores.</p>
<p>Strengths</p>	<p><Service sales> One component of earnings is "service sales," which consists primarily of technical services and support, premium services (maintenance service for members who make monthly payments), the mobile virtual network operator (MVNO) business, and brokerage fees. Using PC Clinic resources to offer technical services and support for PCs and other products and to expand the lineup of premium services.</p> <p><Specialized staff, technical staff> Division of tasks based on categories; performed by employees with specialized training and technical skills; training programs are provided for workers at directly managed and franchised stores based on qualifications for each category</p> <p><Secure store operations> To maintain the safety and security of stores, a Cyber Sheriff Center (store risk control section) is located at the head office. The center uses store surveillance cameras to perform remote checks, respond to natural disasters and other emergencies, and takes other actions.</p>
<p>Performance</p>	<p>【3Q f of FY3/12】 Net sales: 36,349 million yen Gross profit: 10,969 million yen Operating income: 575 million yen Ordinary income: 728 million yen Net income: 344 million yen</p> <p>(PC Sales Business) Service sales were 29.0% higher than one year earlier. Gross profit increased 6.9% because of growth in service sales. SG&A expenses increased due to higher expenses for store openings as 35 stores were opened within the past year.</p> <p>Store network (as of the end of December 2011) Number of directly managed stores ↑PC DEPOT↑Opened 4 stores: Total of 48 stores ↑PC DEPOT PC Clinic↑Opened 14 stores: Total of 44 stores 【Total of 92 directly managed stores】</p> <p>Number of PC DEPOT Group stores ↑PC DEPOT↑ 48 directly managed, 5 at subsidiaries, 16 franchised: Total of 69 stores ↑PC DEPOT PC Clinic↑ 44 directly managed, 7 franchised: Total of 51 stores 【Group total: 120 stores】</p> <p>(Internet-related Business) Lower sales because of a decline in the number of provider subscribers and new service sales that fell short of targets.</p>
<p>Strategies</p>	<p>【Basic strategy】 Honest management Mutual prosperity Improving social consciousness Uncorrupted headquarters 【Competitive strategy】 Differentiation strategy Standardization strategy Group strategy 【Financial strategy】 Lean management Self-financing 50% Group company listing</p>
<p>Industry Trends Market</p>	<p>Pressure on earnings from competition with volume electronics retailers Loss of customers using premium services (maintenance service for members who make monthly payments) Impact of performance of subsidiaries Losses on accounts receivable resulting from growth in sales of service products Product liability associated with products using PC DEPOT's own brand Reliance on the president Unforeseen problems, maintenance expenses and other expenses associated with software used for the provision of technical services and support Mistakes involving delivery of products held for customers and other procedures IT system malfunctions Competition or damages resulting from companies using a similar business model Leaks of personal information</p>
<p>Management Philosophy</p>	<p>Basic management policy PC DEPOT's basic philosophy is "the Company exists for customers," "individual growth translates into growth for the Company," and "growth for the Company contributes to society." Its basic management policy is to 1) provide products and services that satisfy as many customers as possible, 2) have respect for self-development and merit backed by a vision of a retailing professional, and 3) become an essential company that produces results recognized by society and is helpful to the local community.</p> <p>Basic CSR policy The basic policy for CSR is to eliminate the digital divide in the information society due to the difference in "age, gender, income, education, and residence", etc. via our stores.</p>
<p>History</p>	<p>August 1994 PC Merchandise corporation established December 1994 The first PC DEPOT store is opened April 1999 Name changed to PC DEPOT CORPORATION October 1999 Stock listed on JASDAQ exchange October 2003 Added PC Clinics to all PC DEPOT stores April 2004 Launched the new brand "OZZIO" November 2006 Launch of maintenance service-type product sales and PC Clinics established in volume electronics retailers June 2010 Established sales sections called VISION CENTERS at the directly managed stores in order to boost sales of large-sized TV sets. September 2010 Resumed opening of directly managed PC Clinics</p>
<p>Others</p>	<p>(Announcements about new products and service and other activities; Click here for the news releases) October 27 Started a maintenance service for the PS3, PS Vita and other products to members who pay a monthly fee July 26 Introduced on July 26 a high-speed 42Mbps mobile Internet service with a monthly fee of 3,490 yen, the lowest for a connection of this speed May 13 Introduced a power-saving set-up service for Windows personal computers April 28 Started offering a Twitter set-up service for smartphones</p>
<p>Corporate Data</p>	<p>【Head office】 Arena Tower 7E, 3-1-9, Shinyokohama, Kohoku-ku, Yokohama-shi, Kanagawa, Japan 【Phone number】 +81-45-472-795 (main) 【President and Chief Executive Officer】 Takahisa Nojima 【Employees】 533 (consolidated, as of March 31, 2011) 【Paid-in capital】 1,601 million yen 【Established】 August 1994 【Fiscal year end】 March 【Date of stock exchange listings】 October 1999 【Lead manager】 Nomura Securities Co., Ltd. 【Outstanding shares】 225,020 shares 【Major shareholders】 Takahisa Nojima (41.5%) K'S HOLDINGS CORPORATION (6.4%) MELLON BANK, N. A. TREATY CLIENT OMNIBUS (3.6%) Mizuho Bank, Ltd. (3.5%) The Nomura Trust and Banking Co., Ltd. Investment Account (2.4%) (As of September 30, 2011) 【Number of shareholders】 3,123 (includes ESOP) (11.09%) Overseas 6.7% Floating stock 9.7% Special stock 67.0% 【Dividends】 Interim and year-end dividends in each fiscal year March 2010: 350 yen September 2010: 350 yen March 2011: 350 yen September 2011 (ft.): 350 yen 【Consolidated subsidiaries】 ejworks corporation, PC DEPOT KYUSHU CORPORATION</p>

	Net sales	Operating income	Ordinary income	Net income	Dividend per share
FY3/2009	42,899	1,259	1,428	684	3,108.20
FY3/2010	44,740	1,226	1,306	677	3,108.00
FY3/2011	46,913	1,368	1,509	738	3,417.70
FY3/2012 (ft.)	49,500	920	1,100	580	2,838.12

	Total assets	Net assets	Equity ratio	Interest-bearing debt	Capital stock
	19,728	9,533	47.40%	4,465	1,801
	Operating CF	Investing CF	Financing CF	Cash and deposits	
	1,121	(-1,441)	1,070	2,505	

Mobile phone website

