

FY2018 2Q Financial Results Highlights

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 PC Depot Corporation
 Code 7618 TSE 1
 Contact: Corporate Planning Office, IR SR
 Division, Matsuo & Takeda
 T E L 0 4 5 - 4 7 2 - 9 8 3 8

Solution service sales – up 10.7% Y/Y

- Launched in September 2017 – “Value Pack (integrated member service product)” which bundles premium service* and devices
 - Robust sales for Mac Value Pack, Windows PC Value Pack, and others
 - *Premium service (our original monthly membership-based maintenance service)
- Steady sales of the membership service hardware solution plan available for the premium members only
- Promotion for increased usage by premium members
 - (such as advertising membership only service on the newspaper flyers)
- Reduction in SGA costs by refraining from temporary actions like (1) short-term hiring and (2) discount sales
- Investment in human resources on a long-term basis → accelerate training, education, and self-motivated study efforts

Units: mil Yen, %	FY 2018 ending March,2Q	FY 2019 Ending March,2Q	Change	Y/Y
Net sales	21,018	20,157	△861	△4.1 %
Operating income	1,180	1,273	93	7.9 %
Ordinary income	1,228	1,326	97	8.0 %
Net income Belonging to Parent company Shareholders	819	897	77	9.4 %

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PL (Consolidated)



Performance generally in line with the company plan

Units: mil Yen, %	FY 2018 ending March 2Q	FY 2019 ending March 2Q			FY 2019 ending March Annual forecast	
	Results	Results	Change	Y/Y	Forecast	Y/Y
Net Sales	21,018	20,157	△861	△4.1	43,000	△1.4
Products	8,923	6,847	△2,076	△23.3	—	—
Services	11,448	12,670	1,222	10.7	—	—
Internet related businesses (subsidiary)	617	607	△9	△1.6	—	—
Gross Profit	9,860	9,376	△484	△4.9	—	—
SGA expenses	8,680	8,103	△577	△6.6	—	—
Operating Profit	1,180	1,273	93	7.9	2,400	△19.5
Ordinary Profit	1,228	1,326	97	8.0	2,500	△18.8
Net profit attributable to parent company shareholders	819	897	77	9.4	1,650	△15.8

[Sales]

■ For premium members, promoted consulting sales which offer well-planned proposals and well-planned creations for the future

■ Suspended ad hoc discount sales

[SGA Costs]

■ Investment in human resources on a long-term basis → accelerate training, education, and self-motivated study efforts

■ Temporarily refraining from short-term hiring

■ Suspension of ad hoc discount sales resulted in lower advertisement costs

% shown are Y/Y change for the full year, and for the quarter

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PC DEPOT Premium Member



A “well-planned proposal for digital life” for the future will be designed and offered by our dedicated team

Digital life planner (coming next spring)

【Digital Life Planner】
 Consultation Designer (tentative naming)
 Engineer-artisan(tentative naming)
 Member Benefit designer(tentative naming)

PC DEPOT



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