February 12, 2014

# Summary of Financial Results for the Nine Months Ended December 31, 2013 [Japanese standards] (Consolidated)

Company Name: PC DEPOT CORPORATION Stock Exchange Listing:

Securities Code: 7618 TSE Securities Exchange [JASDAQ]

Representative: Takahisa Nojima, President and Chief Executive Officer URL: http://www.pcdepot.co.jp

Contact: Mitsuyoshi Hae, Managing Director Tel: +81-(0)45-472-7795 Scheduled date of quarterly securities report filing: February 14, 2014

Scheduled date of dividend payment:

Preparation of supplementary references for quarterly financial results

Yes
Holding of an IR Briefing on quarterly financial results

No

(All amounts have been rounded off to the nearest million yen.)

## 1. Consolidated Financial Results for the Nine Months Ended December 31, 2013 (April 1, 2013 – December 31, 2013)

### (1) Consolidated operating results (For the cumulative quarterly period)

(%: Change from the corresponding period of the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income	
	Mil. yen	%	Mil. yen	%	Mil. yen	%	Mil. yen	%
Nine months ended December 31, 2013	38,189	0.7	1,670	244.2	1,758	206.9	1,119	297.9
Nine months ended December 31, 2012	37,917	4.3	485	(15.7)	573	(21.3)	281	(18.4)

(Note) Comprehensive income Nine months ended December 31, 2013: 1,120 mil. yen (303.9%) Nine months ended December 31, 2012: 277 mil. yen (-23.2%)

 Net inc. per share
 Diluted net inc. per share

 Yen
 Yen

 Nine months ended December 31, 2013
 51.19
 50.98

 Nine months ended December 31, 2012
 12.86
 12.82

(Note) We split each of our common shares into 100 shares on October 1, 2013. We calculated quarterly net income per share and income per share adjusted for latent shares on the assumption that the stock split took place at the beginning of the previous consolidated fiscal year.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Mil. yen	Mil. yen	%	Yen
As of December 31, 2013	26,471	10,743	40.5	490.17
As of March 31, 2013	22,933	9,774	42.5	445.96

(Reference) Shareholder equity

As of Dec. 31, 2013: 10,724 mil. yen

As of Mar. 31, 2013: 9,756 mil. Yen

(Note) We split each of our common shares into 100 shares on October 1, 2013. We calculated net assets per share on the assumption that the stock split took place at the beginning of the previous consolidated fiscal year.

### 2. Dividends

		Ann	ual dividend per s	hare			
	End of 1Q	End of 1Q End of 2Q End of 3Q Year-end Annu					
	Yen	Yen	Yen	Yen	Yen		
Fiscal year ended Mar. 31, 2013	_	350.00	_	350.00	700.00		
Fiscal year ending Mar. 31, 2014	_	350.00	_				
Fiscal year ending Mar. 31, 2014 (forecast)			_	3.50			

(Note) Recent announcement of revisions to forecasted amounts of dividends: No

(Note) We split each of our common shares into 100 shares on October 1, 2013. The amount of the dividend forecast for the term ending March 31, 2014 is based on a post-split standard.

### 3. Consolidated Forecast for the Fiscal Year Ending March 31, 2014 (April 1, 2013–March 31, 2014)

(% Figures indicate year-on-year increase/decrease.)

	Net sale	es	Operating income		Ordinary income		Net income		Net income per share
	Mil. yen	%	Mil. yen	%	Mil. yen	%	Mil. yen	%	Yen
Full year	51,400	0.1	1,900	116.8	2,000	114.3	1,220	173.6	54.30

(Note) Recent announcement of revisions to earnings forecast: No

#### \* Notes

(1) Were there changes in important subsidiaries during the nine months under review (changes in specific subsidiaries resulting in modifications of the scope of consolidation): No

New companies: - (Company name) Excluded companies - (Company name)

- (2) Adoption of special accounting methods for preparation of quarterly consolidated financial statements: No
- (3) Changes in accounting principles/Changes and restatements of accounting estimates
  - 1) Were there changes in accounting principles caused by revisions to accounting standards: No
  - 2) Were there changes other than 1): No
  - 3) Were there changes in accounting estimates: No
  - 4) Were there any restatements: No
- (4) Number of outstanding shares (common shares)
  - 1) Number of shares issued and outstanding as of the end of the period (including treasury stock)

As of Dec. 31, 2013: 22,502,000 shares
As of Mar. 31, 2013: 22,502,000 shares
Number of shares of treasury stock as of the end of the period
As of Dec. 31, 2013: 623,800 shares

As of Dec. 31, 2013: 623,800 shares As of Mar. 31, 2013: 623,800 shares

3) Average number of shares outstanding during the cumulative quarterly period

3Q of fiscal year ending March 2014: 21,878,200 shares 3Q of fiscal year ended March 2013: 21,878,200 shares

(Note) We split each of our common shares into 100 shares on October 1, 2013. We calculated the number of shares outstanding at the end of each period (including treasury stock), the number of our own shares at the end of each period, and the average number of shares during each period (quarterly cumulative total) on the assumption that the stock split took place at the beginning of the previous consolidated fiscal year.

### \* Presentation concerning the implementation status of quarterly review procedures

These consolidated financial results are not subject to quarterly review procedures based on the Financial Instruments and Exchange Act. Quarterly review procedures have not been completed as of disclosure in these consolidated financial results.

### \* Explanation and other special notes regarding the appropriate use of the earnings forecast

Earnings forecasts and other statements on the future contained in this document are based on the information currently available to the company as well as certain reasonable assumptions. Actual results may differ materially from the forecasts due to various factors. For details on matters regarding earnings forecasts, please see page 3 of the appendix, "1. Qualitative Information on the Consolidated Financial Results for the Nine Months Ended December 31, 2013: (3) Explanation of qualitative information concerning forecasts of consolidated financial results for the fiscal year ending March 31, 2014."

We made a public offering of 3,000,000 common shares to be paid up by January 27, 2014 and a private offering of 450,000 common shares to be paid up by February 10, 2014. The net income per share described in the forecast of financial results for the fiscal year ending March 31, 2014, has been calculated in consideration of the above-mentioned increase by 3,450,000 common shares.

## Table of Contents for the Appendix

1.	Qualitative Information on the Consolidated Financial Results for the Nine Months Ended December 31, 2013	. 2
(1)	Explanation of operating results	2
(2)	Explanation of financial condition	3
(3)	Explanation of qualitative information concerning forecasts of consolidated financial results for the fiscal years.	eai
	ending March 31, 2014	3
2.	Quarterly Consolidated Financial Statements	4
(1)	Quarterly consolidated balance sheets	4
(2)	Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income	6
	(Quarterly consolidated statement of income)	6
	(Third quarter of consolidated period)	6
	(Quarterly consolidated comprehensive statement of income)	8
	(Third quarter of consolidated period)	8
(3)	Notes on quarterly consolidated financial statements.	9
	(Notes on premise of going concern)	9
	(Notes on significant changes in the amount of equity capital)	9
	(Segment information)	9
	(Material subsequent events)	10
3.	Supplementary Information	11
	Sales results	11

## 1. Qualitative Information on the Consolidated Financial Results for the Nine Months Ended December 31, 2013

### (1) Explanation of operating results

As for the Japanese economy during the nine months under review (April 1, 2013 to December 31, 2013), there were signs of an economic upturn, such as improvement in employment conditions, increased capital investment and a recovery of share prices, and in addition consumer spending, especially on luxury products, showed signs of a pickup. However, medium- and long-term consumption has continued to be less favorable due to price hikes caused by the ongoing weakening of the yen and the consumption tax increase scheduled to go into effect in April.

Regarding over-the-counter sales of PCs and other devices, PC unit prices rose due to a shift toward high-end models and the low valuation of the yen, but the number of PCs sold fell. We also recorded a certain quantity of sales for the replacement of consumer PCs due to the termination of support for Windows XP scheduled in April. Sales of smart devices such as smartphones and tablets remained strong, chiefly due to the launch of new products.

Against this backdrop, we not only sold PCs, smartphones, tablets, and other devices as well as provided configuration support, we also continued to step up our efforts to provide support under a new concept, "Smart Life Partner (SLP)," which enables customers to receive a number of types of support ranging from advice on buying devices to connecting their devices to the Internet as well as support for continued use and purchase of additional devices at a single location. Following the remodeling of an existing store in Tokyo's Ota Ward and its commencement of operations as a test store in August, we also remodeled an existing store in Tokyo's Fuchu City and put it into operation in November in order to test a new type of business.

Regarding service products, we offered more solutions by combining enhanced content and cloud services, and started to provide service products that combine iPhones and support. In this way, we strove to meet potential customer demand and broaden our customer base. As a result, net sales from stores and those derived from services continued to be brisk, growing by 101.1% and 126.4% respectively, compared to the same period during the previous fiscal year.

In addition, the July increase in the base salary for all personnel, including part-time workers, as well as growth in service sales and support services lead to an increase in overall personnel expenses, but we kept other expenses at reasonable levels. Therefore, selling, general, and administrative expenses remained almost at the same level as a year earlier (at 102.2%).

As a result, net sales for the nine months ended December 31, 2013 amounted to 38.189 billion yen, a 0.7% increase from the corresponding period of the previous fiscal year. Operating income was 1,670 million yen (up 244.2% YoY), ordinary income was 1,758 million yen (up 206.9% YoY), and net income was 1,119 million yen (up 297.9%).

Operating results per business segment are as follows:

### 1) PC Sales Business

As for hardware products, we increased the number of stores selling Apple's MacBook from 26 to 50, expanded the number of stores operated by PC DEPOT and its subsidiaries that sell the iPad to 61 and continued to strengthen our sales of smart devices.

In terms of services, we stepped up our efforts to provide digital content offerings as well as providing digital content distribution services, including digital magazines, that are compatible with tablets as well as Windows 8/7/VISTA and Mac OS. We expanded the range of our digital magazine subscription services to include 41 publications, including: Toyo Keizai and other economic magazines; ESSE, Fujingaho, and other women's magazines; and sports and hobbyist magazines (as of December 31, 2013). We also provided solution services such as "Smart Pack," which offers a combination of a mobile communications service with a PC or tablet for a fixed, lump-sum fee each month, and strove to expand and improve services for members using iPhones. We significantly enhanced our membership services for iPhones to include the transfer of address books and linking iPhones with PCs and Macs. We also provided services for members and in-store emergency consultation services for Windows XP in order to promote the replacement of Windows XP PCs. To meet potential customer demands, we also actively provided solution services, such as "ozzio050Home," an IP telephone service that uses the Internet to transfer calls from home phones to smartphones, and "ozzio Drive," a 1-TB cloud storage service that boasts the largest capacity in its class in the industry, and as such we strove to encourage new

customers to use our services and increase the number of Premium Service members. In addition, in December, because customers became more aware of the need to use PCs safely due to warnings about the risk of software transmitting information to outside parties without permission, there was growing demand for technical services and support for PCs, including those purchased at non-PC DEPOT stores, which contributed to a boost in net sales from services beyond the previous year's level.

As a result, net sales for the Premium Service (maintenance services provided on a monthly membership basis), digital magazine subscription and video-on-demand services, solution services (such as cloud computing and IP telephony), and technical services/support for PCs and smart devices all increased.

At the end of the third quarter of the consolidated accounting period under review, there were 66 PC DEPOT stores in total: 50 stores directly managed by the company, including the PC DEPOT Smart Life Nishimagome Store and the PC DEPOT Smart Life Higashifuchu Store, which are being run on a trial basis; 11 operated by subsidiaries; and five operated as franchises. PC DEPOT PC Clinics had 57 stores in total: 49 stores directly managed by the company; 1 store operated by a subsidiary independently on a trial basis; and 7 franchise stores. Thus, there were 123 PC DEPOT, PC DEPOT Smart Life, and PC DEPOT PC Clinic stores in total.

As a result, net sales for the PC sales business amounted to 37.113 billion yen (up 1.5% YoY) and ordinary income for this segment was 1.694 billion yen (up 326.7% YoY).

### 2) Internet-related Business

Sales for the Internet-related business fell below those of the corresponding period of the previous fiscal year due to a decline in the number of Internet service subscribers handled by our subsidiaries, despite our efforts to strengthen the outsourcing of the PC DEPOT group's Premium Service among group companies.

Ordinary income for the segment increased due to a decline in selling, general, and administrative expenses owing to a drop in the amortization of goodwill as well as personnel costs associated with a change in call center operating hours.

As a result, sales for the Internet-related business amounted to 1,076 million yen (down 21.1% YoY) and ordinary income for the segment was 234 million yen (up 28.1% YoY).

### (2) Explanation of financial condition

As of December 31, 2013, consolidated total assets were 26.471 billion yen, which represents an increase of 3.538 billion yen from March 31, 2013. Consolidated total liabilities were 15.728 billion yen, an increase of 2.568 billion yen from March 31, 2013. Net working capital (the amount calculated by subtracting current liabilities from current assets) was 5.193 billion yen, indicating continued financial soundness.

Capital investment made during the nine months ended December 31, 2013 totaled 471 million yen, which were covered by our own funds and loans.

## (3) Explanation of qualitative information concerning forecasts of consolidated financial results for the fiscal year ending March 31, 2014

Actual results for the nine months ended December 31, 2013 were basically as planned, and as for forecasts for the year ending March 31, 2014, there is no change from the earnings forecasts that are described in the Summary of Financial Results for the Six Months Ended September 30, 2013 released on November 8, 2013.

The above-mentioned data are based on the information currently available to the company as of the date of announcing this document. Actual results may differ from the forecasts due to various factors in the future.

### 2. Quarterly Consolidated Financial Statements

### (1) Quarterly consolidated balance sheets

(Thousands	of	yen	
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		(Thousands of yell)
	FY2012	FY2013 Third Quarter
	(As of Mar. 31, 2013)	(As of Dec. 31, 2013)
Assets		
Current assets		
Cash and deposits	2,982,430	2,401,866
Accounts receivable- trade	4,098,813	5,579,963
Inventories	5,986,284	8,567,069
Accounts receivable- other	305,257	562,940
Deferred tax assets	217,761	267,671
Consumption tax receivable	_	9,547
Other	465,537	568,882
Allowance for doubtful accounts	(64,542)	(81,396)
Total current assets	13,991,542	17,876,544
Non-current assets		
Property, plants and equipment		
Buildings and structures	6,016,530	6,094,817
Accumulated depreciation	(1,769,209)	(2,047,843)
Buildings and structures- net	4,247,321	4,046,974
Tools, furniture and fixtures	1,958,847	2,034,863
Accumulated depreciation	(1,487,122)	(1,568,104)
Tools, furniture and fixtures- net	471,724	466,759
Land	263,011	263,011
Construction in progress	91,442	49,383
Other	1,910	_
Accumulated depreciation	(1,814)	_
Other- net	95	_
Total property, plants and equipment	5,073,594	4,826,127
Intangible assets		
Goodwill	155,339	46,559
Other	362,767	566,291
Total intangible assets	518,107	612,850
Investments and other assets		
Investment securities	290,047	163,081
Deferred tax assets	228,872	257,590
Guarantee deposits	1,387,660	1,329,954
Lease deposits	1,268,206	1,253,368
Other	175,895	152,429
Total investments and other assets	3,350,681	3,156,425
Total non-current assets	8,942,384	8,595,403
Total assets	22,933,926	26,471,947

(Thousands of yen)

		` ,
	FY2012 (As of Mar. 31, 2013)	FY2013 Third Quarter (As of Dec. 31, 2013)
Liabilities	(	(
Current liabilities		
Accounts payable- trade	2,087,529	5,424,588
Short-term loans payable	2,550,000	2,900,000
Current portion of long-term loans payable	1,849,608	1,559,188
Accounts payable- other	886,250	1,123,628
Income taxes payable	333,804	542,785
Provision for bonuses	163,335	103,562
Provision for merchandise warranties	77,735	105,981
Other	1,061,176	923,015
Total current liabilities	9,009,438	12,682,749
Non-current liabilities		, ,
Long-term loans payable	3,479,993	2,376,748
Long-term accounts payable- other	122,760	122,760
Provision for retirement benefits	11,682	12,903
Asset retirement obligations	391,370	396,513
Long-term guarantee deposits	144,031	136,412
Total non-current liabilities	4,149,837	3,045,337
Total liabilities	13,159,276	15,728,086
Net assets		
Shareholder equity		
Capital stock	1,601,196	1,601,196
Capital surplus	1,868,598	1,868,598
Retained earnings	6,403,667	7,370,398
Treasury stock	(151,298)	(151,298)
Total shareholder equity	9,722,165	10,688,895
Other comprehensive income		
Valuation difference on available-for-sale securities	34,559	35,155
Total other comprehensive income	34,559	35,155
Subscription rights to shares	17,924	19,810
Total net assets	9,774,649	10,743,861
Total liabilities and net assets	22,933,926	26,471,947

# (2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income (Quarterly consolidated statement of income)

(Third quarter of consolidated period)

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		(Thousands of yell)
	FY2012 Third Quarter	FY2013 Third Quarter
	(Apr.1, 2012–	(Apr.1, 2013–
	Dec. 31, 2012)	Dec. 31, 2013)
Net sales	37,917,658	38,189,923
Cost of sales	26,024,222	24,860,598
Gross profit	11,893,436	13,329,324
Selling, general and administrative expenses		
Advertising expenses	1,247,327	944,042
Sales commissions	397,952	424,983
Directors' compensation	95,096	105,406
Salaries and allowances	3,581,363	3,941,605
Bonuses	278,183	288,328
Provision for bonuses	105,458	103,562
Retirement benefit expenses	40,633	46,620
Provision for directors' retirement benefits	842	, <u> </u>
Supplier expenses	426,977	415,870
Depreciation	516,803	472,820
Amortization of goodwill	188,690	108,779
Rent expenses on real estate	1,663,618	1,666,858
Other	2,865,079	3,139,867
Total selling, general and administrative expenses	11,408,027	11,658,747
Operating income	485,408	1,670,576
Non-operating income		,,
Interest income	1,655	1,318
Dividends income	3,775	3,775
Sales incentives	54,121	31,786
Rent income	86,495	102,121
Commission fees	29,553	28,730
Equity in earnings of affiliates		4,609
Other	58,953	61,990
Total non-operating income	234,555	234,331
Non-operating expenses		231,331
Interest expenses	70,585	59,716
Rent expenses	72,381	85,764
Equity in losses of affiliates	3,809	65,704
Other	108	845
Total non-operating expenses	146,885	146,325
Ordinary income		
•	573,078	1,758,582
Extraordinary income		(2 (00
Gains on sales of investment securities	——————————————————————————————————————	63,600
Gains from business transfers	(75	17,000
Other	675	00.600
Total extraordinary income	675	80,600

### (Thousands of yen)

	FY2012 Third Quarter	FY2013 Third Quarter
	(Apr.1, 2012–	(Apr.1, 2013–
	Dec. 31, 2012)	Dec. 31, 2013)
Extraordinary losses		
Losses on retirement of non-current assets	24,224	12,713
Impairment loss	5,755	_
Losses from sales of fixed assets	<del></del>	504
Other	5,904	_
Total extraordinary losses	35,883	13,218
Income before income taxes and minority interests	537,870	1,825,964
Income taxes- current	255,101	785,044
Income taxes- deferred	(2,664)	(78,957)
Total income taxes	252,436	706,086
Income before minority interests	285,434	1,119,877
Minority interests in income	4,010	_
Net income	281,423	1,119,877

## (Quarterly consolidated comprehensive statement of income)

(Third quarter of consolidated period)

	(Thousands of yen)
er	FY2013 Third Quarter
	(Apr.1, 2013–
	Dec. 31, 2013)
34	1,119,877
0)	505

	FY2012 Third Quarter	FY2013 Third Quarter
	(Apr.1, 2012–	(Apr.1, 2013–
	Dec. 31, 2012)	Dec. 31, 2013)
Income before minority interests	285,434	1,119,877
Other comprehensive income		
Valuation difference in available-for-sale securities	(8,000)	595
Total other comprehensive income	(8,000)	595
Comprehensive income	277,433	1,120,473
(Breakdown)		
Comprehensive income related to parent company shareholders	273,423	1,120,473
Comprehensive income related to minority shareholders	4,010	_

### (3) Notes on quarterly consolidated financial statements

### (Notes on premise of going concern)

N/A

### (Notes on significant changes in the amount of equity capital)

Descriptions have been omitted because there were no significant changes.

### (Segment information)

- I. FY2012 third quarter (April 1, 2012 to December 31, 2012)
- 1. Information on net sales and income or loss by reportable segment

(Thousands of yen)

	Reportable segment			Adjustment	Amount on consolidated statements of income	
	PC Sales Business	Internet-related Business	Total	(Note 1)	(Note 2)	
Net sales						
(1) External customers	36,554,046	1,363,612	37,917,658	_	37,917,658	
(2) Inter-segment	1,005	249,863	250,868	(250,868)	_	
Total	36,555,051	1,613,476	38,168,527	(250,868)	37,917,658	
Segment income	397,138	183,224	580,362	(7,283)	573,078	

- (Note) 1. The negative 7,283 thousand yen adjustment in segment income includes a negative 8,730 thousand yen due to intersegment eliminations of dividends received.
  - 2. Segment income is reconciled to ordinary income in the quarterly consolidated income statements.
- 2. Information on impairment losses of fixed assets or goodwill, etc. by reportable segment

(Significant impairment losses related to fixed assets)

N/A

(Significant changes in the amount of goodwill)

N/A

(Significant gains on negative goodwill)

N/A

- II. FY2013 third quarter (April 1, 2013 to December 31, 2013)
- 1. Information on net sales and income or loss by reportable segment

(Thousands of yen)

	Reportable segment			Adjustment	Amount on consolidated	
	PC Sales Business	Internet-related Business	Total	(Note 1)	statements of income (Note 2)	
Net sales						
(1) External customers	37,113,859	1,076,064	38,189,923	_	38,189,923	
(2) Inter-segment	743	524,576	525,320	(525,320)	_	
Total	37,114,602	1,600,640	38,715,243	(525,320)	38,189,923	
Segment income	1,694,528	234,764	1,929,292	(170,710)	1,758,582	

- (Note) 1. The negative 170,710 thousand yen adjustment in segment income includes a negative 154,504 thousand yen due to inter-segment eliminations of dividends received.
  - 2. Segment income is reconciled to ordinary income in the quarterly consolidated income statements.

2. Information on impairment losses of fixed assets or goodwill, etc. by reportable segment

(Significant impairment losses related to fixed assets)

N/A

(Significant changes in the amount of goodwill)

N/A

(Significant gains on negative goodwill)

N/A

### (Material subsequent events)

(Issue of new shares)

A resolution on the issue of new shares was passed as follows at the board of directors' meeting of the company held on January 9, 2014.

Full payment for the issue of new shares (public offering) was made on January 27, 2014 and full payment for the issue of new shares through private placement was made on February 10, 2014.

1. Issue of new shares through public placement (public offering)

(1) Class and number of shares issued 3,000,000 common shares (2) Issue price 700 yen per share (3) Amount paid 663.50 yen per share

This is the amount that the company received from underwriters as payment per new share. Total difference between the issue price and the amount paid is income for the underwriters.

(4) Total issue amount2,100,000 thousand yen(5) Total amount paid1,990,500 thousand yen(6) Increase in capital stock995,250 thousand yen(7) Increase in capital reserve995,250 thousand yen(8) Payment dateJanuary 27 (Monday), 2014(9) Starting date of dividend computationOctober 1 (Tuesday), 2013

2. Offer for sale of shares (offer for sale through over-allotment)

(1) Class and number of shares offered for sale450,000 common shares(2) Sales price700 yen per share(3) Total sales amount315,000 thousand yen(4) Date of deliveryJanuary 28 (Tuesday), 2014

3. Issue of new shares through private placement

(1) Class and number of shares issued 450,000 common shares (2) Amount paid 663.50 yen per share 298,575 thousand yen (3) Total amount paid (4) Increase in capital stock 149,287 thousand yen (5) Increase in capital reserve 149,287 thousand yen (6) Payment date February 10 (Monday), 2014 450,000 shares to Nomura (7) Party to which shares are allotted and number of shares allotted Securities Co., Ltd. (8) Starting date of dividend computation October 1 (Tuesday), 2013

### 4. Use of fund procured

As for the fund of 2,289,075 thousand yen procured through capital increase based on the public and private placement, 900,000 thousand yen will be used for capital investment to open new PC DEPOT Smart Life Stores as a new type of business, and 1,100,000 thousand yen will be used for capital investment to remodel PC DEPOT stores into PC DEPOT Smart Life Stores. The remaining amount, if any, will be used for content development and system investment to reinforce over-the-counter main systems.

### 3. Supplementary Information

### Sales results

(Sales by product)

(Segment) Product category	FY2012 Third Quarter (Apr.1, 2012–Dec. 31, 2012)		FY2013 Third Quarter (Apr.1, 2013–Dec. 31, 2013)		YoY change
	Amount (thousands of yen)	Pct. of sales (%)	Amount (thousands of yen)	Pct. of sales (%)	(%)
(PC sales business)					
PCs	9,771,509	25.8	9,130,215	23.9	93.4
Peripherals	8,061,799	21.3	6,815,314	17.9	84.5
Accessories and supplies	3,728,047	9.8	3,148,935	8.3	84.5
Software	998,380	2.6	1,115,274	2.9	111.7
Previously owned products and other	4,535,466	12.0	4,980,174	13.0	109.8
Total product sales	27,095,201	71.5	25,189,914	66.0	93.0
Royalties and other revenue	127,013	0.3	125,323	0.3	98.7
Sales from technical services and commissions	9,331,831	24.6	11,798,621	30.9	126.4
Total	36,554,046	96.4	37,113,859	97.2	101.5
(Internet-related business)	1,363,612	3.6	1,076,064	2.8	78.9
Grand total	37,917,658	100.0	38,189,923	100.0	100.7

(Notes) 1. The above amounts do not include sales tax, etc.

- 2. Inter-segment transactions are written off by offsetting.
- 3. Sales of franchise stores from which royalties and other revenues are earned total 2,182,188,000 yen.

<sup>\*</sup> As a result of our business restructuring efforts, we have made changes to the classification of PCs, previously owned products and other products as well as technical services and commissions since preparing financial statements for the three months ended June 30, 2013. Please note that sales by product for the nine months ended December 31, 2012 presented in the above table are also based on the revised classification.