



# Investor's Guide

## Financial Results for Fiscal Year 2013

(April 1, 2013 to March 31, 2014)



PC DEPOT CORPORATION

Securities Code : 7618

# To Our Shareholders



## Business Results for the Year Ended March 31, 2014

### Summary of Business Activities for the Year Ended March 2014

I would like to take this opportunity to extend our heartfelt thanks for your invaluable support.

Please find below a summary of the PC DEPOT Group's business results for the year ended March 31, 2014.

Sales and income both increased during the year under review. Because of the Bank of Japan's monetary easing policy and the growth in domestic demand due to the stimulus measures taken by the government, as well as of high stock prices, an improvement in the export environment due to low yen value, and other factors, the Japanese economy continued to recover though slowly. With a hike in consumption tax rate implemented in April 2014, however, the future of the economy was expected to remain uncertain.

Against this backdrop, we at the PC DEPOT Group stepped up sales of Internet devices such as PCs, smartphones, and tablets and actively developed related services, continuing with our aim to become a smart life partner to customers, providing both products and services in a single outlet. We also renovated and reopened two test stores: PC DEPOT Smart Life Nishimagome Store (Ota-ku, Tokyo), a new type of PC DEPOT store, in August and PC DEPOT Smart Life Higashifuchu Store (Fuchu City, Tokyo) in November. In January, we decided to accelerate the opening of our new PC DEPOT Smart Life Stores and the renovation of existing PC DEPOT Stores. In February, we opened our third and fourth PC DEPOT Smart Life Stores in Meguro-ku, Tokyo, and Yokohama City, Kanagawa Prefecture, respectively, by remodeling existing PC DEPOT Stores.

In terms of service products, we strove to meet latent demand and

expand our customer base chiefly by offering solutions that combined content, cloud, and other services, expanding iPhone service product lineups substantially and selling PC DEPOT's original set of Asahi Shimbun Digital's content and iPad. As a result, sales for existing stores and those from services continued to be strong, registering increases compared to the previous year of 4.8% and 28.7%, respectively. As service sales increased, we actively recruited additional personnel. Furthermore, in July, we raised the basic salary for all staff members, including part-time workers. The year 2013 marked the 20th anniversary of PC DEPOT's foundation and saw its new type of stores start full-scale operation. In March of this milestone year, as performance had been good, we paid special bonuses to all staff members including part-time workers who had continuously served the company for a certain period of time. Thus personnel expenses grew, but because we worked to maintain other expenses at reasonable levels, selling, general, and administrative expenses rose only by 5.6% compared to the previous year.

### Forecast for this Consolidated Fiscal Year and our Policies

Tablets, smartphones, and other Internet devices will continue to spread steadily, and latent demand for services that enable consumers to use such devices well is expected to grow.

During this consolidated fiscal year, the Group will step up sales of Internet devices. It will also offer more solutions by combining enriched content with quality services. We will provide a combination of such content and services for new Internet devices such as smartphones and tablets. For customers who seek advice on PCs or wish to buy a new PC, we

will offer products that combine hardware and software in order to allow them to start using their new devices well. In addition, under the key words of “safety” and “security,” we will step up development and marketing of new content and services so that customers in the communities where we operate can use their Internet devices longer, more conveniently, and better.

In terms of store development, as demand for services grows with the diversification of Internet devices, we will make our new type of outlet called the “PC DEPOT Smart Life Store” more complete in order to meet more diverse customer needs. To that end, we plan to remodel 10 existing stores into PC DEPOT Smart Life Stores and open two new ones during this fiscal year. Taking investment and demand into consideration, we will implement this plan flexibly while ensuring strategic dominance in the Kanto region. We will also continue to revitalize our existing stores because sales of services at such stores are expected to increase.

## Aiming to Create Stores that are Indispensable to Local Communities

Our basic CSR policy defines our mission as using our stores to eliminate the disparities in the information society (bridging the so-called “digital divide” ) that arise as a result of differences in age, gender, income, education, place of residence, and other factors in order to benefit the local customers whom we serve. In accordance with this policy, we will promote the corporate management in view of CSR and we will expand our network of stores, improve our products and services, and increase the level of safety of Internet devices and Internet data networks. In this way, we will promote group management from a CSR perspective.

Our consolidated earnings forecast for the entire fiscal year ending March 2015 is as follows: consolidated net sales of 53.0 billion yen, consolidated operating income of 2.8 billion yen, consolidated ordinary income of 2.9 billion yen, and net income for the year of 1.74 billion yen.

We look forward to your continued support as we make further progress.

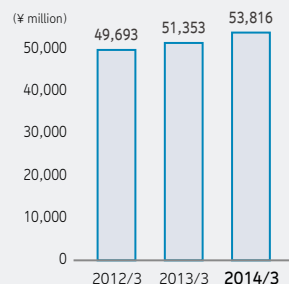
June, 2013

Takahisa Nojima  
President and Chief Executive Officer

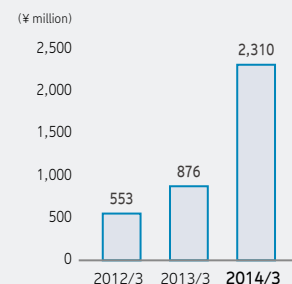
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	FY2012 (as of March 31, 2013) (¥ million)	FY2013 (as of March 31, 2014) (¥ million)	Rate of increase/decrease
Consolidated net sales	51,353	53,816	+4.8%
Consolidated operating income	876	2,310	+163.6%
Consolidated ordinary profit	933	2,411	+158.4%
Consolidated net income	445	1,554	+248.7%

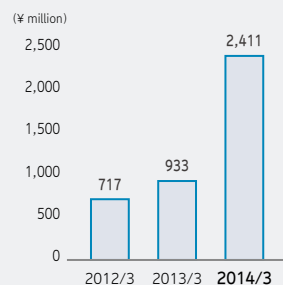
### Net sales



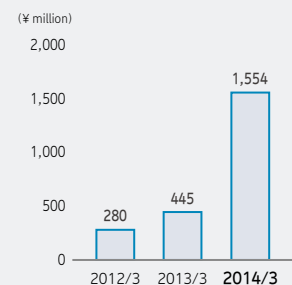
### Operating income



### Ordinary income



### Net income



# TOP INTERVIEW

## What is a PC DEPOT Smart Life Store?

Mr. Takahisa Nojima, President and Chief Executive Officer of PC DEPOT, spoke with Mr. Yukio Suzuki, an analyst, about various topics ranging from the strength of PC DEPOT Smart Life Stores to future prospects.

### How is the new type of PC DEPOT store progressing?

**Mr. Yukio Suzuki (Suzuki)** PC DEPOT has continued to engage in product sales while focusing on the provision of services, and the result of these efforts has now started to become apparent in the form of profits. Moreover, I think that the company's good performance is becoming increasingly evident. Given that, how should we understand the progress of PC DEPOT Smart Life Stores, the new stores specialized in service?

**Mr. Takahisa Nojima (Nojima)** We are now in the process of figuring out the store formats for opening the new stores. There are three different store formats: a 100-tsubo format, 200-tsubo format, and 300-tsubo format. In the case of PC DEPOT Stores, we can broadly identify three types of format: up to 300 tsubo, 500 tsubo, and over 500 tsubo, depending on the lines of products or store operation. Of these PC DEPOT Stores, we will replace ones with store space of less than 300 tsubo with the new type of store, either in the 100-, 200-, or 300-tsubo format. Stores with these formats are concentrated in the dominant areas in which we opened many stores around the year 2000. Our first PC DEPOT Smart Life Store was opened by renovating our smallest PC DEPOT Store, the PC DEPOT Nishimagome Store. Our second store, PC DEPOT Smart Life Higashifuchu Store, was opened by renovating a floor area of 250 tsubo and tested in the 200-tsubo operation. Then we continued to renovate PC DEPOT Stores to reopen them as PC

DEPOT Smart Life Stores, and as of May 2014 we have renovated five existing stores. Since we will be renovating two stores in June, the total number of PC DEPOT Smart Life Stores will be seven.

Actually, in 1999, our stores built in the dominant areas from Kanagawa to the Tama area in Tokyo lined up beautifully. The areas were our foothold for multi-store expansion. Since we gradually open stores in well-known areas, when one line is established, we are able to open other stores at either side of the line. Now we still have two more existing stores in these areas, if we can renovate them by the end of this year, the line of our new type store will fall into place. Since we know from experience that stores in the same dominant area have the same issues, we have been able to evolve our business model faster than when we dealt with issues by extracting them from each store one by one. We are just now in the phase of this process and truly consolidating a strategic foothold in terms of location, and thereby evolving our business model.

**Suzuki** Is it as if you are refining your business model?

**Nojima** Yes. We believe we have been able to configure our stores well having refined our business model. Experienced employees are being motivated to create a new phase of the business at old key stores, and the exercise has been extremely beneficial in this sense, too.

**Suzuki** Will you explain the changes involved in replacing existing stores with the new type of store in terms of management aims, workers, the arrangement of products, and customers who visit the stores?

**Nojima** For one thing, customers spend more time in the stores. In addition, we have more female customers than before. I also feel that customers visit our stores so that they can carefully choose products and buy what suits them. This has led customers to rely on and consult with store staff more often. Specifically, customers consult with store staff by saying, "My situation is so and so. What do you recommend?" In this sense, customers are more reliant on our store staff.



**Suzuki** I see.

**Nojima** Even though we lost some valuable customers, we also gained other valuable customers. In the end, we did not miss our aim that much, and we predicted that we might lose a certain number of such customers. However, the number of female customers has grown faster than we expected, and customers who are relatively reliant on store staff are making return visits more frequently than we predicted.

#### What is a business model that builds longer-term ties with customers?

**Suzuki** In terms of the effects on the business, or put simply, on sales and profits, how should we understand the effect of the change from the old store style to the new one?

**Nojima** Roughly speaking, sales remain at the same level. However, sales of services are, of course, increasing. In addition, the “lifetime” of customers, in terms of the long-term ties we can build with those customers once they have used our services, is growing steadily. Even though sales have not changed that much, the percentage of customers who use our services has increased, and the percentage of such services that are used for a relatively long time has also increased.

**Suzuki** Does that mean that profitability will rise eventually?

**Nojima** It will. Of course, the impact on sales has not been significant in the first year. However, I believe sales will increase in the next year and increase further in the following years. Also, staff working at the stores will remain focused.

**Suzuki** Now times have changed, and we are in the age of tablets and smartphones. In your new type of store, will sales of items other than PCs increase, and will sales of services follow them?

**Nojima** Actually, there is only a little change from the previous stores. In terms of PCs, for example, the proportion of Mac increased a little while that of mobile machines for business purposes decreased a little. Since we have been offering a limited range of tablet and smartphone models from the beginning, their sales are steadily growing in all stores.



#### What are the strengths of and the inspiration behind the PC DEPOT Smart Life Stores?

**Suzuki** How did you get the idea to create a service-centered store called a PC DEPOT Smart Life Store, and what was the key inspiration for it?

**Nojima** The idea originates from a policy that we have had since the establishment of the company. That is, “giving priority to the vulnerable.” We give priority to people who are not familiar with PCs over those who are familiar with them. In particular, since PCs are in a sense a necessity for those who communicate in braille or others who work at home, we thought we must provide them to such people. Then PCs became things that everyone used, and we developed the principle of “giving priority to those who are in trouble with PCs.” This has created the issue of the need to keep providing technical support. Although we were of course able to provide some assistance to customers who were having trouble using their PCs, we could not teach customers how to use a computer from scratch.

**Suzuki** Do you mean that meeting such requests was difficult?

**Nojima** Yes. So, when customers having trouble with PCs visited our stores, we developed and proposed a variety of service products. However, as the Internet spread, we thought that we should provide support services and that we should provide continuing services at flat monthly rates so that customers would be able to rely on support without having to go to the trouble of finding out the amount of payment each time they made a request for support. Following from that, we decided to ensure that PCs customers' use was secured and that recovery or support services were provided when their PCs stopped working, and this was the beginning of our services.

**Suzuki** So you have decided to charge a fixed fee each month. When did you start offering these services?

**Nojima** It was 2006 that we started to offer these services on a full scale.

**Suzuki** Does that mean you have already been offering these services for about eight years in order to build up experience?

**Nojima** That is true. At the beginning, I think the image that customers had of our service was that we provided support for the one computer they had bought. After smartphones and tablets emerged around 2010 and as the number of devices that customers used increased, I believe customers started to think of our company as one that provides support not only for things that they purchased at the store but also for other things that they bring into the store in the late 2010.

**Suzuki** Now I am curious about how we should consider the sustainability of the services. If I may put it in the strongest terms, there is the possibility that some customers will think, "The support service was of a help, but I don't need it anymore because I basically understand how to use the device now." On the other hand, there is a possibility that the number of customers who subscribe to support services will increase as the number of items they use increases because they are impressed by such convenient services.

**Nojima** Speaking of the direction, as the number of devices increases and the number of players in a household increases, the service will become more sustainable. On the other hand, as the number of devices decreases and the number of players decreases, the service will become less sustainable. For example, suppose a housewife is reading a newspaper on an iPad, and her children are saving pictures using PC DEPOT's cloud service from smartphones. If the number of players increases in this way, the sustainability of our services will grow because someone amongst them will use our services. I mentioned that the number of female customers is growing at PC DEPOT Smart Life Stores. As far as we are concerned, an increase in the number of such customers who continue to use our services is beneficial. For example, imagine the following case: a customer says, "I have used one machine for three years, and I now basically understand it. Next, I will purchase a new one and use that instead. I can transfer the data to my new machine myself because I

have the backup of my old PC. I don't need the help of PC DEPOT." However, his wife may say, "Now I want to read a newspaper on my iPad, so I will visit PC DEPOT and consult with them." In this way, the sustainability of our services will be extended.

**Suzuki** On the surface, this is not a cutting-edge scenario, but the start point was to make people who were having trouble using their PCs or who were not good with PCs feel more comfortable using them, as you mentioned before. Your services are intended for a market to meet demand from customers who are not good at using PCs while actually using PCs in an advanced manner. Your services are not intended to serve customers who are fanatics that can do anything on a PC.

**Nojima** That is correct. For example, we might respond to a customer who complains that he or she cannot read a newspaper at night because it is too dark by suggesting that he or she read it instead on the bright screen of an iPad and enlarge the view. We analyze customers who have trouble using PCs and classify them into three categories. One is a group of people who are aware that they are in trouble. Second is a group of people who we believe will certainly have trouble in the future. An example of a person in this group is someone who lives in a rural area where newspapers may no longer be delivered in the future. Third is a group of people who are not even aware that they are in trouble. An example of a person in this group is someone who rents a video and pays an overdue fee every time. For such a customer we would suggest using video-on-demand, whereby movies and image products are rented online via the Internet, so that he or she no longer needs to return movies or pay an overdue fee.

### About future development

**Suzuki** Please tell me about the future direction aimed at by PC DEPOT together with some basic policies and high-priority measures, and then tell me how they should be understood.

**Nojima** In a broader perspective, when we consider our future direction as we evolve around so-called smart life, the principle of "giving priority to those who are in trouble with PCs" will remain unchanged in the areas of IT or the Internet. We take a relatively flexible approach to this principle. The idea is that we will not, by ourselves, try to do something that is outside our capability. Our attitude is that we engage in what we cannot do



by ourselves in cooperation with others. For example, we will not create information magazines, such as “PC DEPOT Newspaper,” or other media. Instead, we create value by looking at magazines or media already created by other companies and consulting with them on how we can deliver the media more efficiently to customers. For this reason, we are less likely to win any one business conducted by a company away from it and provide products/services to customers from our end. Undertaking business that others are not aware of or other business that fills gaps with customers who are in trouble will provide opportunities to be involved in larger markets than those others are involved in now. So we are going to continue to expand the markets. To this end, we have many things that we want to undertake. However, it is difficult to prioritize what we do.

**Suzuki** Finally, please give a message as president to the current shareholders of PC DEPOT as well as to potential shareholders.

**Nojima** As for investment, we do not often make large-scale inventory or capital investments. Although of course we are currently considering larger size formats, there are enough opportunities for success with the smaller format. For this reason,

we do not often take risks. Of course, we will accept new challenges, but there are enough markets that we should aim at. Since there are sufficient markets and it is less likely that our shares will be grabbed by others, I hope you will look carefully at the development of our business.

In addition, in our work as a company, our loyal engineers basically perform their jobs by hand according to the needs of customers. If we do not value this corporate culture, employees will lose their drive or motivation. We raised the base salary in July last year and made a special bonus payment in March. In order to return profits to shareholders, our staff must consequently provide good services to customers. For this reason we returned profits also to our employees. Our employees do jobs that contribute to society properly, and they carry out their duties properly. Finally, I would like to ask shareholders to understand that there is a need to return profits to our employees in the same way as there is to return them to shareholders.

**Suzuki** I understood. Thank you very much.

**Nojima** Thank you.



### **Takahisa Nojima**

President and Chief Executive Officer, PC DEPOT Corporation  
Graduated from J.F. Oberlin University. Joined Nojima Denki Shokai (currently Nojima Corporation). Established PC Merchandise Corporation (currently PC DEPOT Corporation) in 1994.

### **Yukio Suzuki**

Graduated from Tokyo University of Science, Graduate School of Industrial Engineering, Master of Engineering. Joined Nomura Research Institute, Ltd. in 1975. After serving as a corporate analyst in Tokyo, Osaka, and Paris, took office as Director of Nomura Research Institute, Ltd. in 1996, Director of Nomura Securities Co., Ltd. in 1997, Senior Managing Director of Nomura Asset Management Co., Ltd. in 2000, Director of Nomura Holdings, Inc. in 2005, and Chairman of the Securities Analysts Association of Japan in 2007 (until August 2009). Established Belle Investment Research of Japan Inc. in July 2010. Currently serving as chief analyst.

# PC DEPOT new stores

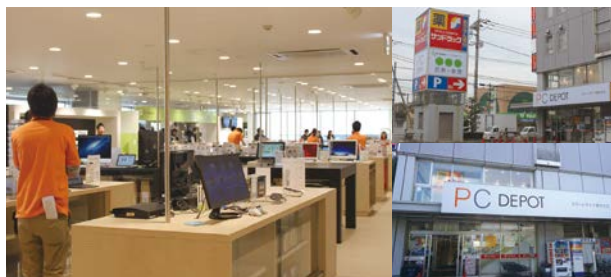
PC  
DEPOT

**PC DEPOT Smart Life Store Nishimagome**  
(Renovated and reopened on August 9, 2013)



PC  
DEPOT

**PC DEPOT Smart Life Store Higashifuchu**  
(Renovated and reopened on November 15, 2013)



PC  
DEPOT

**PC DEPOT Smart Life Store Himonya**  
(Renovated and reopened on February 21, 2014)



PC  
DEPOT

**PC DEPOT Smart Life Store Shin-Yokohama**  
(Renovated and reopened on February 28, 2014)



PC  
DEPOT

**PC DEPOT Smart Life Store Tomei Kawasaki**  
(Renovated and reopened on May 2, 2014)



- **PC DEPOT Smart Life Store Minato Mirai**  
(Scheduled to be renovated and reopened on June 20, 2014)
- **PC DEPOT Smart Life Store Chofu**  
(Scheduled to be renovated and reopened on June 27, 2014)

PC DEPOT

PC DEPOT Smart Life

PC DEPOT PC Clinic

Number of stores **121** Stores  
(As of May 31, 2014)

**61** Stores (FC 5 Stores)

**5** Stores

**55** Stores (FC 6 Stores)

ピーシーデポ店舗情報 **検索**

[www.pcdepot.co.jp/shop](http://www.pcdepot.co.jp/shop)



# Consolidated Financial Statements (Overview)

## Consolidated balance sheets

(¥ million)	FY2012 (as of March 31, 2013)	FY2013 (as of March 31, 2014)	Amount of increase/decrease
<b>Assets</b>			
Current assets	13,991	18,494	4,503
Fixed assets	8,942	8,644	(298)
<b>Total assets</b>	<b>22,933</b>	<b>27,138</b>	<b>4,205</b>
<b>Liabilities</b>			
Current liabilities	9,009	9,758	749
Long-term liabilities	4,149	3,915	(234)
<b>Total liabilities</b>	<b>13,159</b>	<b>13,673</b>	<b>514</b>
<b>Total net assets</b>	<b>9,774</b>	<b>13,464</b>	<b>3,690</b>
<b>Total liabilities and net assets</b>	<b>22,933</b>	<b>27,138</b>	<b>4,205</b>

Note : Figures below ¥1 million are rounded down.

**[Assets]** Accounts receivable increased due to a last-minute rise in demand and sales of the Premium Service and other service products.

**[Liabilities]** Liabilities increased for the following reasons: an increase in purchases as a result of a last-minute rise in demand and recording of accounts payable due to an increase in income taxes and consumption taxes as a result of an increase in sales.

## Consolidated statements of income

(¥ million, %)	FY2012 (ended March 31, 2013)	FY2013 (ended March 31, 2014)	Rate of increase/ decrease
<b>Net sales</b>	<b>51,353</b>	<b>53,816</b>	<b>4.8</b>
<b>Gross profit</b>	<b>16,134</b>	<b>18,429</b>	<b>14.2</b>
Selling, general and administrative expenses	15,258	16,118	5.6
<b>Operating income</b>	<b>876</b>	<b>2,310</b>	<b>163.6</b>
<b>Ordinary profit</b>	<b>933</b>	<b>2,411</b>	<b>158.4</b>
<b>Net income before income taxes</b>	<b>833</b>	<b>2,458</b>	<b>195.0</b>
<b>Net income</b>	<b>445</b>	<b>1,554</b>	<b>248.7</b>

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

**[Net sales]** Sales increased owing to an increase in sales of services.

**[Selling, general and administrative expenses]** Personnel expenses grew because we actively recruited additional personnel as service sales increased, raised the base salary, and paid special bonuses to all staff members including part-time workers who had continuously served the company for a certain period of time

## Consolidated statements of cash flow

(¥ million)	FY2012 (ended March 31, 2013)	FY2013 (ended March 31, 2014)	Amount of increase/decrease
<b>Cash flows from operating activities</b>	<b>1,597</b>	<b>2,010</b>	<b>413</b>
<b>Cash flows from investing activities</b>	<b>(994)</b>	<b>(441)</b>	<b>553</b>
<b>Cash flows from financing activities</b>	<b>295</b>	<b>127</b>	<b>(168)</b>
<b>Cash and cash equivalents at end of year</b>	<b>2,982</b>	<b>4,679</b>	<b>1,697</b>

Note : Figures below ¥1 million are rounded down.

**[Cash flow from operating activities]** Cash flow from operating activities increased by 2.01 billion yen. Positive factors included a pre-tax net income, depreciation expenses, and an increase in accounts payable. Negative factors included payment of corporate and other taxes and an increase in accounts receivable.

**[Cash flow from investing activities]** Cash flow from investment activities decreased by 441 million yen due to expenditure associated with the acquisition of fixed assets and income from the sale of investment securities.

**[Cash flow from financing activities]** Cash flow from financial activities increased by 127 million yen. Positive factors included income due to short-term loans and income due to stock issuance, while negative factors included expenditure due to the repayment of short-term loans.

## Sales by product

(¥ million, %)	FY2012 (ended March 31, 2013)	FY2013 (ended March 31, 2014)	Rate of increase/ decrease
PCs	13,426	13,259	(1.2)
Peripherals	11,016	9,722	(11.7)
Accessories and supplies	4,845	4,164	(14.1)
Software	1,393	1,560	12.0
Previously owned products and other	6,126	7,278	18.8
<b>Total sales of products</b>	<b>36,808</b>	<b>35,984</b>	<b>(2.2)</b>
Income from royalties	170	174	2.4
Income from technical service and commissions	12,616	16,237	28.7
<b>Total PC sales business</b>	<b>49,595</b>	<b>52,396</b>	<b>5.7</b>
<b>Internet-related business</b>	<b>1,758</b>	<b>1,419</b>	<b>(19.3)</b>
<b>Total</b>	<b>51,353</b>	<b>53,816</b>	<b>4.8</b>

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

**[Technical service and commissions]** We strove to meet latent demand by offering solutions that combined content, cloud, and other services. As a result, sales continued to be strong.

# Share Information

(as of March 31, 2014)

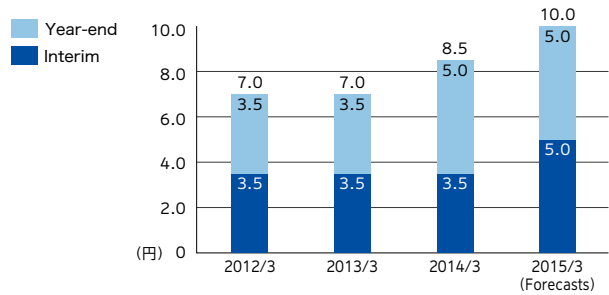
## Dividend performance

Our basic policy is to continue to return profits through stable dividends over the long term with a consolidated payout ratio of approximately 20%, while keeping in mind the importance of strengthening our financial standing and enriching retained earnings.

We will pay an interim dividend of 350 yen and increase the year-end dividend from 3.5 yen as initially planned to 5 yen for the year ended March 31, 2014.

### Dividend per share (yen per share) (※)

※ The above figures show the dividends after retroactive adjustments were made, with the effects of stock split as of October 1, 2013 taken into account.



## Shareholders benefits

Every year we present registered shareholders owning 400 or more shares as of March 31 with shareholder vouchers that can be used for purchases at our stores under the following conditions.

These complementary tickets for shareholders can be used at PC DEPOT stores, PC DEPOT Smart Life, PC DEPOT PC Clinic counters, and PC DEPOT Internet Shops.



Number of shares held	Benefits
400 shares or more	Complementary ticket for shareholders equivalent to 1,000 yen
1,000 shares or more	Complementary ticket for shareholders equivalent to 2,000 yen
5,000 shares or more	Complementary ticket for shareholders equivalent to 10,000 yen
10,000 shares or more	Complementary ticket for shareholders equivalent to 20,000 yen
40,000 shares or more	Complementary ticket for shareholders equivalent to 50,000 yen
100,000 shares or more	Complementary ticket for shareholders equivalent to 70,000 yen

## Status of shares

**Total number of shares authorized to be issued** ..... 89,000,000 shares (※)

**Total number of shares outstanding** ..... 22,502,000 shares (※)

**Number of shareholders** ..... 2,511 persons

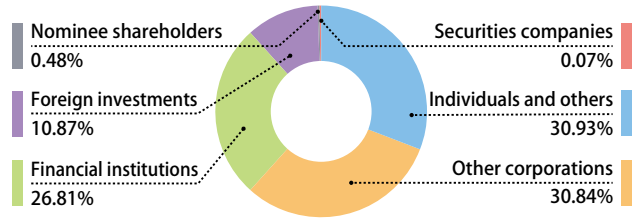
※ Effective October 1, 2013, we split each of our shares into 100 shares so that our common shares can be traded in units of 100 shares, and introduced a unit share system in which 100 of our shares constitute one trading unit.

※The figure reflects an increase in the number of shares as a result of the public offering of new shares in January 2014 and a capital increase through a third-party allocation of newly issued shares in February.

## Major shareholders

Name of shareholder	Number of shares held (shares)	Voting rights ratio (%)
TN HOLDINGS CO.,LTD.	6,000,000	23.23%
Takahisa Nojima	3,459,400	13.39%
JAPAN TRUSTEE SERVICES BANK,LTD.(TRUST ACCOUNT)	2,024,000	7.83%
K'S HOLDINGS CORPORATION	1,440,400	5.57%
THE MASTER TRUST BANK OF JAPAN, LTD.(TRUST ACCOUNT)	1,136,500	4.40%
TRUST & CUSTODY SERVICES BANK,LTD.(SECURITIES INVESTMENT TRUST ACCOUNT)	944,200	3.65%
Mizuho Bank, Ltd.	788,000	3.05%
THE BANK OF NEW YORK-JASDECTREATY ACCOUNT	647,800	2.50%
STATE STREET BANK AND TRUST COMPANY 505224	600,000	2.32%
TRUST & CUSTODY SERVICES BANK,LTD.(ANNUITY TRUST ACCOUNT)	579,400	2.24%

## Composition of shareholders



## Company profile

Corporate name	PC DEPOT CORPORATION
Business outline	Direct management of PC DEPOT, which consists of a chain of comprehensive PC and network stores, PC DEOPT Smart Life Stores, and PC DEPOT PC Clinics, which provides PC repairmen and technical services, and management of the franchise headquarters.
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	¥ 2,745,730,000
Number of employees	721(consolidated)
Consolidated subsidiaries	ejworks Corporation PC DEPOT STORES CORPORATION

## Board members

(As of June 24, 2014)

President and CEO	Takahisa Nojima	Outside Director	Hidehiro Takayama
Managing Director	Mitsuyoshi Hae	Outside Director	Hideaki Izawa
Managing Director	Hideki Saito	Outside Director	Atsuomi Obayashi
Director	Kenshi Hamamatsu	Outside Auditor	Eizo Akashi
Director	Takayuki Shimano	Corporate Auditor	Masayuki Ishii
Director	Nobuyuki Tanaka	Outside Auditor	Kunihiko Yamamoto
		Outside Auditor	Kazuo Yamamoto

## Information for shareholders

### 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 the event of problems preventing electronic announcements due to an accident or other unavoidable cause, details will be published in the Nikkei newspaper.

### 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)

### Investor Relations website

[http://www.pcdepot.co.jp/co\\_ir/](http://www.pcdepot.co.jp/co_ir/)



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

PC DEPOT IR Email Transmission  
Currently accepting registration at our IR website. Registered users will be sent emails with new information related to investor relations at our company. Registration is free.



## PC DEPOT CORPORATION

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

[www.pcdepot.co.jp](http://www.pcdepot.co.jp)