

# Investors' Guide

Fiscal Year Ended March 31, 2021

(April 1, 2020 to March 31, 2021)

I would like to express my sincere gratitude for your ongoing support of the PC DEPOT Group.  
Please find below a summary of our business results for the fiscal year ended March 31, 2021



We would like to express our sincere gratitude for your long-standing patronage of PC DEPOT CORPORATION.

We hereby report the 27th Financial Results for the fiscal year (from April 1, 2020 to March 31, 2021).

Our Group faced a challenging situation in the fiscal year ended March 31, 2021 as economic activities and personal spending were constrained due to the COVID-19 pandemic. In relation to PC sales in the Japanese market, as a result of the further digitalization of society, including the spread of telecommuting and online learning at home, demand for Internet devices as well as related products such as peripheral equipment is increasing. This, combined with the spread of online communication and digitalization, is driving the increase in the demand for support services for, for example, improvement of Internet environments, electronic payments, learning, and operation support.

In this environment, our Group has responded to various changes in the structure of society and has adopted the following corporate vision and mission as a company aiming to realize customer success for premium members of our subscription-type services (increases in the value of their future digital life):

<Vision>

Resolve the digital divide in the information society arising from the differences in age, gender, income, education, place of residence, etc.

<Mission>

Provide digital consultants to all households

The pace of digitalization of the structure of society has increased significantly under the COVID-19 pandemic and our lifestyles are changing. Under these circumstances, our Group, as the Digital Consultant to all households, is promoting a support system by dedicated teams in charge of premium members of our subscription-type services, which provide one-stop "digital life" services covering from the purchase of products to repair, connecting to the Internet, etc. As Digital Life Planners, the dedicated team members work on a daily basis to improve the quality of their services to realize future demand creation together with customer success for premium members by offering long-term and systematic proposals to them. In the area of store sales, we promoted the acquisition of new premium members by, for example, supporting telecommuting from home, online learning and the shift to online formats in various other areas.

The characteristic features of our subscription-type premium membership services include the ability of the Digital Life Planner to propose digital life solutions, and for this reason, the quality of the team members is the key. In March 2021, we started to accept human resources from H.I.S. Co., Ltd. (TSE 1st Section, Securities Code: 9603) under an employment sharing arrangement to join our customer success staff. We believe that the long-standing skills of these employees from H.I.S. to provide customers with joy and a sense of fulfillment will give us a valuable opportunity to

provide value to customers as well as to improve the quality of existing employees of our Group and to find new values.

Meanwhile, we also actively recruited people who are expected to become long-term human resources of our Group to realize customer success. In addition, we actively conducted advertising campaigns to demonstrate how Digital Consultants can help customers to expand their digital life.

As a result, our Group posted net sales of 38,312 million yen (a 2.1% year-on-year decrease), operating income of 2,893 million yen (a 1.6% year-on-year decrease), ordinary income of 2,935 million yen (a 2.7% year-on-year decrease), and net income belonging to parent company shareholders of 1,854 million yen (a 7.9% year-on-year increase).

Looking forward, we expect that demand for devices and other products for the improvement of the Internet environment, which is our Group's business domain, will continue to increase.

Our Group will strengthen our Digital Life Planner responses for the purpose of maximizing the value of the digital lives of our premium members of our subscription-type services. Given the acceleration of structural changes in our society's digital environment in general, we will also implement all possible measures to promote the recognition of the necessity of our services.

Based on these plans, we forecast for the fiscal year ending March 31, 2022, that the Group will post, on a consolidated basis, net sales of 39,100 million yen, operating income of 2,050 million yen, ordinary income of 2,100 million yen, and net income belonging to parent company shareholders of 1,410 million yen.

We will design sustainable management which enables us to be a company with "significance as sustainable social entities and ethical values and morals" that are in common with all stakeholders and to make future plans. We will contribute to the support and creation of digital infrastructure for customer's life in local areas as "a digital consultant for each family."

Look to, Design, and Build the Future



President and Chief Executive Officer

時崎隆久

■ The ideal we aim for

For details, see our website To view the video, please click here.

[https://www.pcdepot.co.jp/co\\_ir/ceo/movie/vision.html](https://www.pcdepot.co.jp/co_ir/ceo/movie/vision.html)



■ Complimentary ticket

For details, see our website

[https://www.pcdepot.co.jp/co\\_ir/stocks/return.html#return03](https://www.pcdepot.co.jp/co_ir/stocks/return.html#return03)



VISION  
Eliminating the digital divide



MISSION  
Provide digital consultants to all households



The Nikkei Morning and National Edition, June 7, 2021



Started to air TV commercials  
<See <https://www.pcdepot.co.jp/adgallery/> for a gallery of our TV commercials>

We are accepting applications for a flat-fee membership now

Please feel free to use the "Complementary Ticket for Member Shareholders."

Shareholders who are also premium members ( "member shareholders" ) are entitled to use "Complementary Ticket for Member Shareholders."



\* Member shareholders are those shareholders who also participate in our premium membership program (i.e., holders of a customer number).  
\* Shareholder complementary tickets given in June 2021 are valid until June 30, 2022.

<Monetary value table>		
Number of shares held	Complementary Ticket for Member Shareholders	Complementary Ticket for Non-member Shareholders
100 shares or more	Worth 2,000 yen	Worth 1,000 yen
200 shares or more	Worth 4,000 yen	Worth 2,000 yen
400 shares or more	Worth 6,000 yen	Worth 3,000 yen
1,000 shares or more	Worth 10,000 yen	Worth 5,000 yen
5,000 shares or more	Worth 20,000 yen	Worth 10,000 yen
10,000 shares or more	Worth 40,000 yen	Worth 20,000 yen
40,000 shares or more	Worth 100,000 yen	Worth 50,000 yen
100,000 shares or more	Worth 140,000 yen	Worth 70,000 yen

(Can be used to pay for product purchases, member service fees, and technical services)

(Can be used to pay for product purchases and technical services)



To pay for your shopping



To pay your flat membership fee

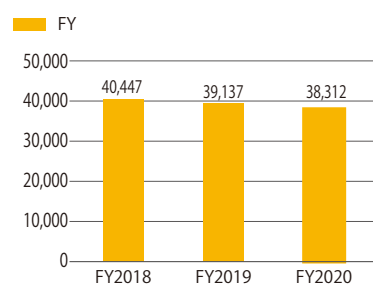


To pay for repair and inspection services

■ Financial highlights

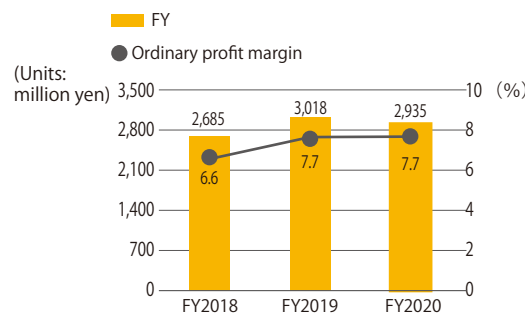
Net sales

(Units: million yen)



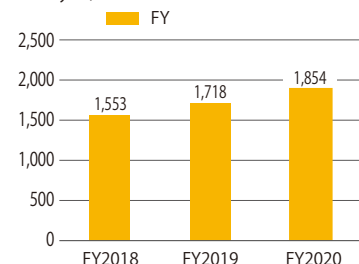
Ordinary profit / Ordinary profit margin

(Units: million yen) (Units: %)



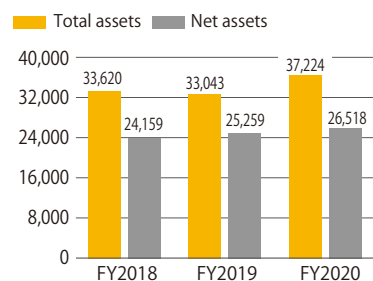
Net income belonging to parent company shareholders

(Units: million yen)



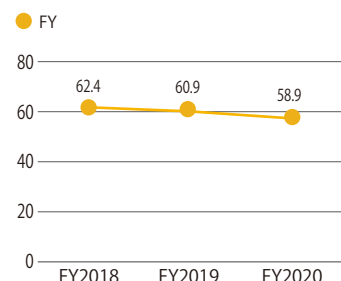
Total assets / Net assets

(Units: million yen)



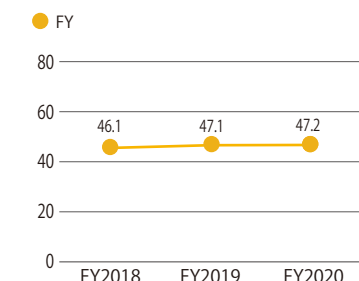
Solution Services sales share

(Units: %)



Gross profit margin



(Units: %)



■ Shareholders who have fractional shares (1 to 99 shares)

shares of less than one unit (100 shares), which is the trading unit of our shares.

Fractional shares (1 to 99 shares) cannot be traded on the securities markets.

Shareholders holding shares of one unit or more	Shareholders holding fractional shares
 Can exercise their voting rights at the shareholders meeting. Can trade their shares in the securities markets.	 Cannot exercise their voting rights at the shareholders meeting. Cannot trade their shares in the securities markets.

Shareholders holding fractional shares can request that we purchase them (Request for Purchase of Fractional Shares System).

(Example) When you hold 40 shares

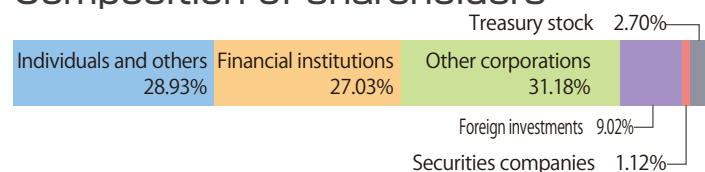
Request for Purchase of Fractional Shares System	Request for Additional Purchase of Shares System
We will purchase your 40 shares at the market price. For more information, please contact the securities company with which you hold an account.	You cannot use this system because we have not established one.



## Status of shares

Total number of shares authorized to be issued .....160,200,000 shares  
 Total number of shares outstanding ..... 52,622,400 shares  
 Number of shareholders .....10,321 shares

## Composition of shareholders



## Company profile / Information for shareholders

**Corporate name** PC DEPOT CORPORATION  
**Business outline** • Business of providing families with subscription-type membership services suitable for a digital society  
 • Direct operation of PC DEPOT Smart Life Stores, PC DEPOTS, and PC DEPOT PC Clinics, which provides digital device repair and technical services, as well as management of the franchise headquarters.  
**Head office** 3-1-9, Shinyokohama Kohoku-ku, Yokohama, Kanagawa 222-0033 Japan  
**Phone number** +81-45-472-7795 (Japan)  
**Date of establishment** August 1994  
**Securities Code** 7618 (First Section of Tokyo Stock Exchange)  
**Date of stock exchange listings** October 1999  
**Capital** ¥4,737,610,000  
**Number of employees** 834 (consolidated)

## Major shareholders

Name of shareholder	Number of shares held (shares)	Voting rights ratio (%)
TN HOLDINGS CO, LTD.	11,689,100	22.87
Takahisa Nojima	6,584,760	12.88
THE MASTER TRUST BANK OF JAPAN, LTD. (TRUST ACCOUNT)	5,402,000	10.56
HIKARI TSUSHIN, INC.	4,194,600	8.20
Custody Bank of Japan, Ltd. (TRUST ACCOUNT)	3,388,500	6.63
Custody Bank of Japan, Ltd. (TRUST ACCOUNT B)	2,049,600	4.01
PC DEPOT CORPORATION	1,421,266	-
BNP PARIBAS SECURITIES SERVICES LUXEMBOURG/JASDEC/FIM/LUXEMBOURG FUNDS/UCITS ASSETS	1,360,000	2.66
JPMBL RE NOMURA INTERNATIONAL PLC 1 COLL EQUITY	814,935	1.59
Custody Bank of Japan, Ltd. (TRUST ACCOUNT E)	767,600	1.50

**Number of employees-** ejworks Corporation  
**Consolidated subsidiaries** PC DEPOT STORES CORPORATION  
 FUTURE DESIGN INVESTMENT CORPORATION  
**Business fiscal year** From April 1 to March 31 of the following year  
**Ordinary general shareholders' meeting** June annually  
**Settlement date** 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.

## Contact information for our stocks

- Change in addresses and names as notified
- Change in methods receiving dividends and accounts for dividends to be transferred into
- Request for purchase of fractional shares (shareholders making deals at securities companies)

Please contact the securities company you have an account with.

- All procedures and inquiries relating to special accounts
- Dispatch and return of postal items
- Problems such as payment of unpaid dividends and loss of receipts of dividends
- Dividends after the lapse of their payment periods
- Request for purchase of fractional shares (shareholders using special accounts)
- Other general-purpose inquiries about stock affairs

Shareholder name administrator / Special account administrative

Corporate Agency Division, Mitsubishi UFJ Trust and Banking Corporation

Contact point

Corporate Agency Division, Mitsubishi UFJ Trust and Banking Corporation, Post-Office Box No. 29 of New Tokyo Post Office Postal Code: 137-8081  
 Toll-free No. 0120-232-711  
 Available from 9:00 to 17:00 (excluding weekends and national holidays)

### \* Change in dividend receiving methods

There are the following three methods from (i) to (iii) to receive dividends.

(i) At a post office (ii) Through a securities account (iii) Through a bank account

Shareholders who currently use a method (i) are recommended to change to method (ii) or (iii) whose procedures are simple and regarding which you are unlikely to absent-mindedly forget to receive dividends. Please contact a securities company you have an account with.

## Investor Relations website

You can find our basic approach for ensuring the sustainable growth and longevity of PC DEPOT business.



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

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. (Japanese only)



## PC DEPOT CORPORATION

Securities Code: 7618

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