Corporate Profile

Company Name: PACIFIC CONVENTION  PLAZA YOKOHAMA
Abbreviated Name: PACIFICO YOKOHAMA
Location: 1-1-1, Minato Mirai, Nishi-ku, Yokohama 220-0012, JAPAN
President: SUZUKI, Takashi
Date of Establishment: June 3, 1987
Capital: 7,565,000,000 yen

History

June 1987  Pacific Convention Plaza Yokohama is established (Chairman: HANAMURA, Nihachiro / President: TAKAGI, Fumio).
          Initial capital is 4,400,000,000 yen.
June 1988  Capital increases to 8,800,000,000 yen.
December 1988  Construction work of Conference Center and Hotel complex is started.
June 1989  Capital increases to 11,000,000,000 yen.
October 1989  Construction of Exhibition Hall (Phase I) is started.
June 1991  Capital increases to 15,986,000,000 yen.
July 1991  Construction of Conference Center and Hotel complex is completed. Completion ceremony is held on July 29. Full operation is started on August 22.
September 1991  Capital increases to 16,801,000,000 yen.
October 1991  Construction of National Convention Hall of Yokohama is started.
April 1994  Construction of National Convention Hall is completed.
           Completion ceremony is held on April 25. Full operation is started on May 19.
July 1999  Construction of Exhibition Hall (*Phase II) is started.
           *Doubling the exhibition space and additional construction of Annex Hall.
June 2000  Chairman: TAKAGI, Fumio / President: BABA, Sadao.
July 2001  Construction of Exhibition Hall (Phase II) is completed on July 30.
June 2004  President: OKAMOTO, Akira.
August 2006  Capital decreases to 7,565,000,000 yen
June 2009  President: FUKAGAWA, Kuniaki.
March 2010  Upgrade construction of Conference Center is completed,
April 2010  President: KOBORI, Takashi.
June 2013  President: MITSUDA, Kiyotaka
June 2014  President: SUZUKI, Takashi

Main Business

1. Planning, promoting and holding international and domestic conferences and various kinds of cultural and academic events.
2. Planning, promoting and holding international and domestic trade shows and exhibitions.
3. Leasing and managing conference facilities, exhibition halls, accommodation facilities and associated facilities.
4. Managing and operating parking lots and parks, etc.
5. Liability insurance agent business
### Stock Information

1. **Number of shares**
   - Total Number of Authorized Shares: 399,000
   - Total Number of Issued Shares: 333,520

2. **Number of Shareholders**
   - As of March 31, 2015

<table>
<thead>
<tr>
<th>Main Shareholders</th>
<th>Number of shares</th>
<th>Percentage of shareholding (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Yokohama</td>
<td>82,000</td>
<td>24.58</td>
</tr>
<tr>
<td>Kanagawa Prefecture</td>
<td>40,000</td>
<td>11.99</td>
</tr>
<tr>
<td>Development Bank of Japan Inc.</td>
<td>32,000</td>
<td>9.59</td>
</tr>
<tr>
<td>JFCC Investment association for MM 21</td>
<td>12,000</td>
<td>3.59</td>
</tr>
<tr>
<td>The Bank of Tokyo-Mitsubishi UFJ, Ltd.</td>
<td>6,820</td>
<td>2.04</td>
</tr>
<tr>
<td>The Bank of Yokohama, Ltd.</td>
<td>6,640</td>
<td>1.99</td>
</tr>
<tr>
<td>TOKYO GAS Co., Ltd.</td>
<td>4,000</td>
<td>1.19</td>
</tr>
<tr>
<td>Tokyo Electric Power Company, Incorporated</td>
<td>4,000</td>
<td>1.19</td>
</tr>
<tr>
<td>NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION</td>
<td>4,000</td>
<td>1.19</td>
</tr>
<tr>
<td>Mizuho Bank, Ltd.</td>
<td>3,880</td>
<td>1.16</td>
</tr>
</tbody>
</table>

### Selected financial data

#### Sales record and assets

<table>
<thead>
<tr>
<th>Division</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales (1,000 yen)</td>
<td>7,488,948</td>
<td>7,064,367</td>
<td>7,685,296</td>
<td>7,998,969</td>
<td>8,060,437</td>
</tr>
<tr>
<td>Operating income (1,000 yen)</td>
<td>1,184,182</td>
<td>887,668</td>
<td>1,157,060</td>
<td>1,452,337</td>
<td>1,248,590</td>
</tr>
<tr>
<td>Ordinary income (1,000 yen)</td>
<td>670,826</td>
<td>389,954</td>
<td>725,189</td>
<td>745,445</td>
<td>825,833</td>
</tr>
<tr>
<td>Net income (1,000 yen)</td>
<td>9,240</td>
<td>395,362</td>
<td>429,806</td>
<td>390,768</td>
<td>470,318</td>
</tr>
<tr>
<td>Total assets (1,000 yen)</td>
<td>41,888,992</td>
<td>39,698,732</td>
<td>38,778,847</td>
<td>39,266,603</td>
<td>39,544,124</td>
</tr>
<tr>
<td>Net assets (1,000 yen)</td>
<td>8,740,855</td>
<td>9,136,218</td>
<td>9,566,024</td>
<td>9,956,792</td>
<td>10,427,111</td>
</tr>
</tbody>
</table>
## Outline of Facilities

<table>
<thead>
<tr>
<th>Facility name</th>
<th>Outline</th>
<th>Building ownership</th>
<th>Site ownership</th>
<th>Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>① Conference Center</td>
<td>Approximately 50 rooms of various sizes</td>
<td>PACIFICO YOKOHAMA</td>
<td>City of Yokohama</td>
<td>PACIFICO YOKOHAMA</td>
</tr>
<tr>
<td>② Hotel</td>
<td>Approximately 600 guest rooms</td>
<td>PACIFICO YOKOHAMA</td>
<td>City of Yokohama</td>
<td>InterContinental Yokohama Grand</td>
</tr>
</tbody>
</table>
| ③ Yokohama International Organization Center     | • Yokohama Association for International Communications and Exchanges (YOKE)  
  • 5 International organizations (ITTO, IUC, CITYNET, WFP, FAD)  
  ③ National Convention Hall of Yokohama  
  • The only one of the National Convention Hall in Eastern Japan  
  ③ Marine Lobby (1F)  
  • The multipurpose lobby of 1,400㎡  
  • Designed to evoke the image of seashore  
  ③ Hall (2F)  
  • One of the Japanese largest theater with approximately 5,000 seats  
  ③ Exhibition Hall  
  • A 20,000㎡ column-free space  
  • Dividable into 4 units  
  ③ Annex Hall  
  • A 1,350㎡ column-free space  
  • Dividable into 6 units  
  ③ Minato Mirai Public Parking Lot  
  • Underground parking lot with approximately 1,200 cars  
  ③ - 1 Pedestrian Deck  
  • Connected to each facility  
  ③ - 2 Plaza  
  • A circle event space  
  ③ - 3 Pukari-sanbashi Pier  
  • Floating pier  
  ③ - 4 Rinko Park  
  • The largest park with greenery and panoramic view of Yokohama Bay in Minato Mirai area  
  ③ Bus/Large Vehicle Parking Lot  
  • Parking lot with 40 large-sized vehicle  
  ③ Block 20  
  • Vacant land (approx. 22,120㎡)  
  • New convention facility under planning by City of Yokohama  |
| ④ National Convention Hall of Yokohama            | The only one of the National Convention Hall in Eastern Japan  
  ④ Marine Lobby (1F)  
  • The multipurpose lobby of 1,400㎡  
  • Designed to evoke the image of seashore  
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  ④ Block 20  
  • Vacant land (approx. 22,120㎡)  
  • New convention facility under planning by City of Yokohama  |
| ⑤ Exhibition Hall                                 | A 20,000㎡ column-free space  
  • Dividable into 4 units  | PACIFICO YOKOHAMA                      | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑥ Annex Hall                                      | A 1,350㎡ column-free space  
  • Dividable into 6 units  | PACIFICO YOKOHAMA                      | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑦ Minato Mirai Public Parking Lot                 | Underground parking lot with approximately 1,200 cars                 | Yokohama City Construction Finance Corporation | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑧ - 1 Pedestrian Deck                             | Connected to each facility                                             | Port and Harbor Bureau                   | City of Yokohama                                | PACIFICO YOKOHAMA (designated manager)         |
| ⑧ - 2 Plaza                                       | A circle event space                                                   | Port and Harbor Bureau                   | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑧ - 3 Pukari-sanbashi Pier                        | Floating pier                                                          | Port and Harbor Bureau                   | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑧ - 4 Rinko Park                                  | The largest park with greenery and panoramic view of Yokohama Bay in Minato Mirai area | Port and Harbor Bureau                   | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑨ Bus/Large Vehicle Parking Lot                   | Parking lot with 40 large-sized vehicle                                | -                                       | City of Yokohama                                | PACIFICO YOKOHAMA                              |
| ⑩ Block 20                                        | Vacant land (approx. 22,120㎡)  
  • New convention facility under planning by City of Yokohama            | -                                       | City of Yokohama                                | -                                              |
## National Convention Hall

**Number of Events, Occupancy Rate & Participants**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>102</td>
<td>132</td>
<td>135</td>
<td>143</td>
<td>145</td>
</tr>
<tr>
<td>Occupancy Rate in Days (%)</td>
<td>69</td>
<td>72</td>
<td>78</td>
<td>77</td>
<td>75</td>
</tr>
<tr>
<td>Participants (1,000 persons)</td>
<td>648</td>
<td>747</td>
<td>717</td>
<td>813</td>
<td>788</td>
</tr>
</tbody>
</table>

*Occupancy rate in Days = number of days divided with available rental days (365 or 366 days per year minus 24 closed days for facility inspection)*

### Category

- **Meeting, Seminar, Symposium**
- **General Meeting, Assembly, Ceremony**
- **Corporate Incentive**
- **Concert**
- **Other**

## Conference Center

**Number of Events, Occupancy Rate & Participants**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>370</td>
<td>432</td>
<td>421</td>
<td>443</td>
<td>395</td>
</tr>
<tr>
<td>Occupancy Rate in Days (%)</td>
<td>62</td>
<td>59</td>
<td>67</td>
<td>66</td>
<td>69</td>
</tr>
<tr>
<td>Participants (1,000 persons)</td>
<td>422</td>
<td>453</td>
<td>500</td>
<td>526</td>
<td>587</td>
</tr>
</tbody>
</table>

*Occupancy Rate in Days = average number of days when main meeting rooms (Main Hall, 301 to 304, 501, 502, 503) are occupied divided with available rental days (365 or 366 days per year minus 24 closed days for facility inspection)*

### Category

- **Meeting, Seminar, Symposium**
- **General Meeting, Assembly, Ceremony**
- **Party**
- **Other**
Sales Record

Exhibition Hall

Number of Events, Occupancy Rate & Participants

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>128</td>
<td>153</td>
<td>173</td>
<td>173</td>
<td>199</td>
</tr>
<tr>
<td>Occupancy Rate in Days (%)</td>
<td>61</td>
<td>59</td>
<td>72</td>
<td>74</td>
<td>79</td>
</tr>
<tr>
<td>Participants (1,000 persons)</td>
<td>1,725</td>
<td>2,061</td>
<td>2,407</td>
<td>2,644</td>
<td>3,211</td>
</tr>
</tbody>
</table>

* Occupancy Rate in Actual Area = occupied area per year divided with available rental days (365 or 366 days per year minus 24 closed days for facility inspection) × Area

Category

- Exhibition, Trade Show
- Sales
- Event
- Other

Annex Hall

Number of Events, Occupancy Rate & Participants

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Events</td>
<td>240</td>
<td>228</td>
<td>244</td>
<td>271</td>
<td>241</td>
</tr>
<tr>
<td>Occupancy Rate in Days (%)</td>
<td>60</td>
<td>54</td>
<td>65</td>
<td>61</td>
<td>59</td>
</tr>
<tr>
<td>Participants (1,000 persons)</td>
<td>294</td>
<td>278</td>
<td>268</td>
<td>250</td>
<td>247</td>
</tr>
</tbody>
</table>

*Occupancy Rate in Days = average number of days when main meeting rooms (F201 ～ F206) were occupied divided with available rental days (365 or 366 days per year minus 24 closed days for facility inspection)

Category

- Meeting, Seminar, Symposium
- General Meeting, Assembly, Ceremony
- Party
- Other
Major events in 2014

- The 61st Annual Meeting of the Japanese Society of Anesthesiologists
  5/15(Thu) - 17(Sat)
- The 7th Asia Beauty Expo
  5/26(Mon) - 27(Tue)
- Japan ASEAN + INDIA Travel Mart 2014
  6/3(Tue) - 4(Wed)
- IAUP XVII Triennial Conference 2014 Yokohama
  6/11(Wed) - 14(Sat)
- 16th International Congress of the World Federation of Occupational Therapists in collaboration with the 48th Japanese Occupational Therapy Congress and Expo
  6/18(Wed) - 21(Sat)
- XVIII World Congress of Sociology
  7/13(Sun) - 19(Sat)
- The Growth and Behavior of Dinosaurs in Yokohama
  7/16(Wed) - 8/28(Thu)
- TRANSFORMERS EXPO
  8/9(Sat) - 17(Sun)
- 16th Annual Meeting International Society of Addiction Medicine
  10/2(Thu) - 6(Mon)
- The 7th World Dental Meeting in Japan
  10/10(Fri) - 12(Sun)
- FUKUYAMA MASAHARU CONCERT
  12/23(Tue) - 31(Wed)
- CP+2015 (Camera & Photo Imaging Show)
  2/12(Thu) - 15(Sun)
- Asia-ARVO 2015
  2/16(Mon) - 19(Thu)
- Yokohama Marathon 2015
  3/13(Fri) - 3/15(Sun)