

English Version

# PACIFICO YOKOHAMA ANNUAL REPORT 2008



**PACIFICO YOKOHAMA**



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# Corporate Profile



<b>Company Name</b>	PACIFIC CONVENTION PLAZA YOKOHAMA	
<b>Abbreviated Name</b>	PACIFICO YOKOHAMA	
<b>Location</b>	1-1-1, Minato Mirai, Nishi-ku, Yokohama 220-0012, JAPAN	
<b>President</b>	FUKAGAWA, Kuniaki	
<b>Date of Establishment</b>	June 3, 1987	
<b>Capital</b>	7,565,000,000 yen	
<b>History</b>	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. Construction of National Convention Hall of Yokohama is started.
	October 1991	Construction of Exhibition Hall (Phase I) is completed. Completion ceremony is held on October 12. Full operation is started on October 13.
	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.
<b>Main Business</b>	<ol style="list-style-type: none"><li>1. Planning, promoting and holding international and domestic conferences and various kinds of cultural and academic events.</li><li>2. Planning, promoting and holding international and domestic trade shows and exhibitions.</li><li>3. Leasing and managing conference facilities, exhibition halls, accommodation facilities and associated facilities.</li><li>4. Managing and operating parking lots and parks, etc.</li><li>5. Liability insurance agent business</li></ol>	

# Investment share



## Stock Information

### (1) Number of shares

Total Number of Authorized Shares 399,000

Total Number of Issued Shares 333,520

### (2) Number of Shareholders

257

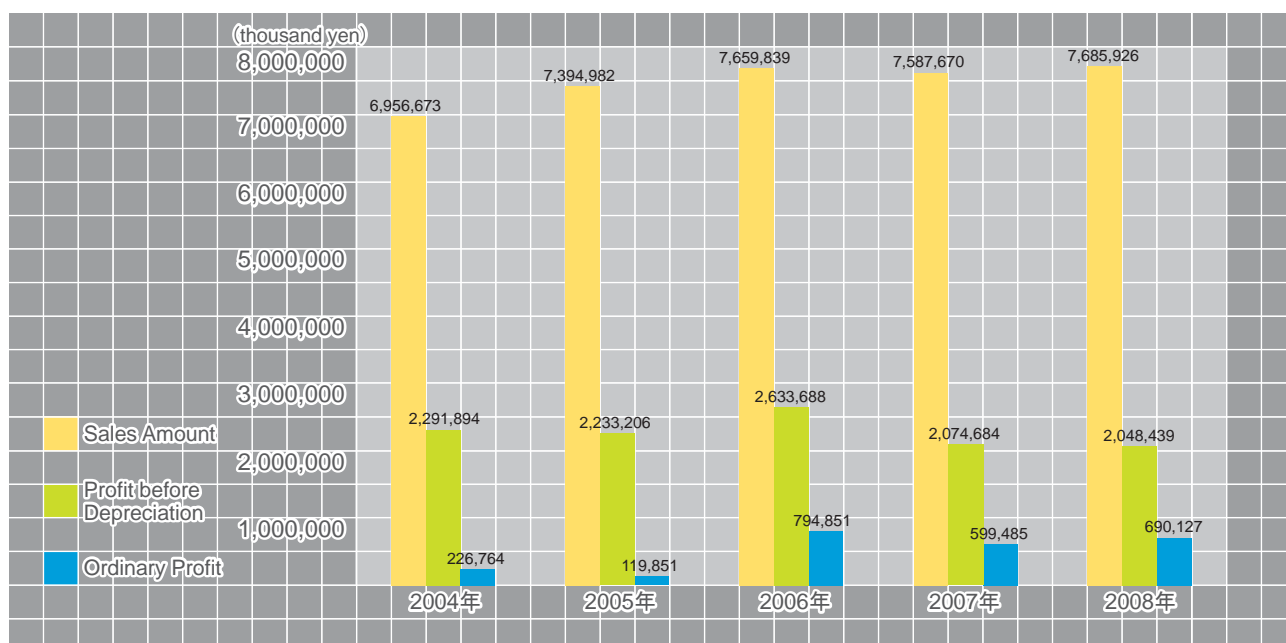
(As of March 31, 2009)

Main Shareholders	Number of shares	Percentage of shareholding (%)
City of Yokohama	82,000	24.58
Kanagawa Prefecture	40,000	11.99
Development Bank of Japan	32,000	9.59
JFCC Investment association for MM 21	12,000	3.59
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	6,820	2.04
The Bank of Yokohama, Ltd.	6,640	1.99
TOKYO GAS Co., Ltd.	4,000	1.19
The Tokyo Electric Power Company, Incorporated	4,000	1.19
NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION	4,000	1.19
Mizuho Bank, Ltd.	3,880	1.16
Nissay Dowa General Insurance Co., Ltd.	3,420	1.02

## Selected financial data

### ■ Sales record and assets

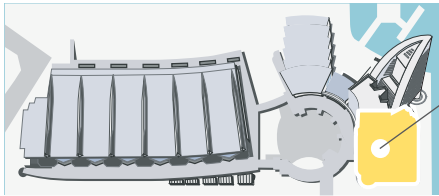
Division	2004	2005	2006	2007	2008
Sales Amount (1,000yen)	6,956,673	7,394,982	7,659,839	7,587,670	7,685,926
Ordinary profit (1,000yen)	226,764	119,851	794,851	599,485	690,127
Net income (1,000yen)	98,799	62,392	465,290	302,000	379,933
Profit before depreciation (1,000yen)	2,291,894	2,233,206	2,633,688	2,074,684	2,048,439
Total assets (1,000 yen)	49,248,460	45,584,469	44,870,350	42,814,047	42,355,453
Net assets (1,000 yen)	7,502,078	7,564,470	8,029,761	8,331,761	8,711,694



# Sales Record



## ■ Conference Center



Facility name	Total floor space	Description of facility	Ownership	Management
● Conference Center	30,000㎡	Approx. 50 rooms of various sizes	PACIFICO Yokohama	PACIFICO Yokohama

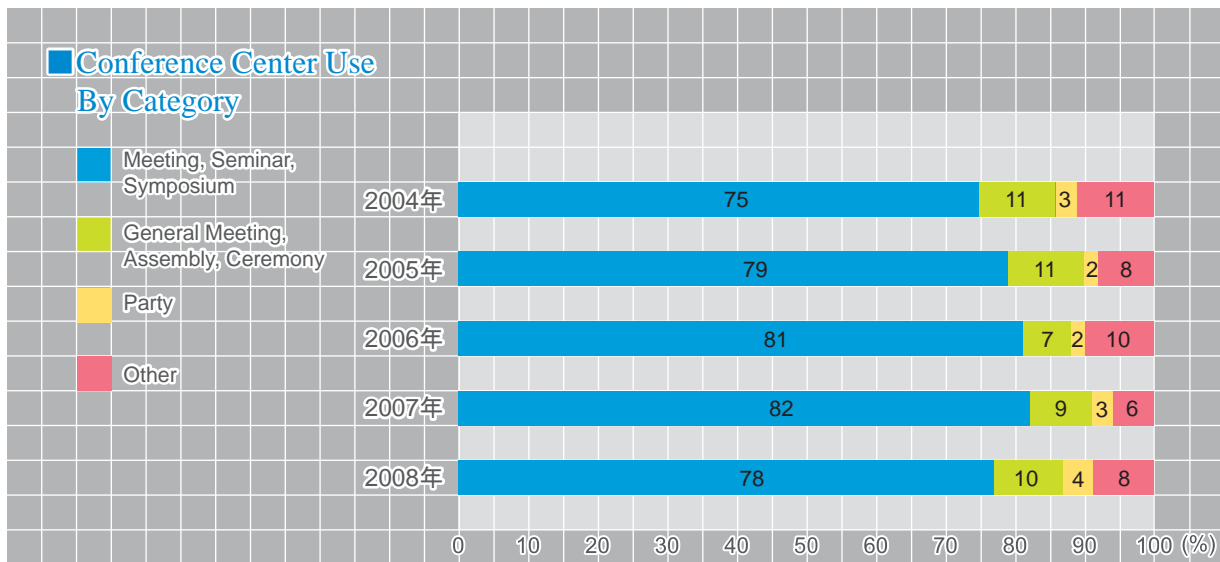
## Number of Events, Occupancy Rate & Participants

Fiscal Year	2004	2005	2006	2007	2008
Number of Events	694	654	667	745	506
Occupancy Rate in Days (%)	65	70	69	70	70
Participants (1,000 persons)	487	473	577	493	545

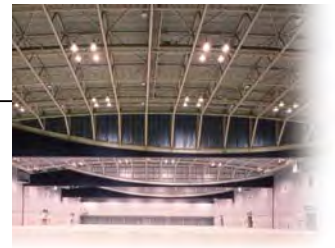
\* Occupancy Rate in Days=average number of days when main meeting rooms (Main Hall, 301 to 304, 501, 502, Small Auditorium) are occupied / available rental days (365 or 366 days / per year minus 24 closed days for facility inspection)

## Category

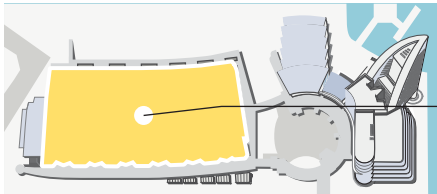
For the characteristic of facility, our major events are meetings, seminars, and symposiums; as well as assemblies, ceremonies, and parties.



# Sales Record



## ■ Exhibition Hall



Facility name	Total floor space	Description of facility	Ownership	Management
● Exhibition Hall	51,000㎡	Exhibition area of 20,000 m <sup>2</sup>	PACIFICO Yokohama	PACIFICO Yokohama

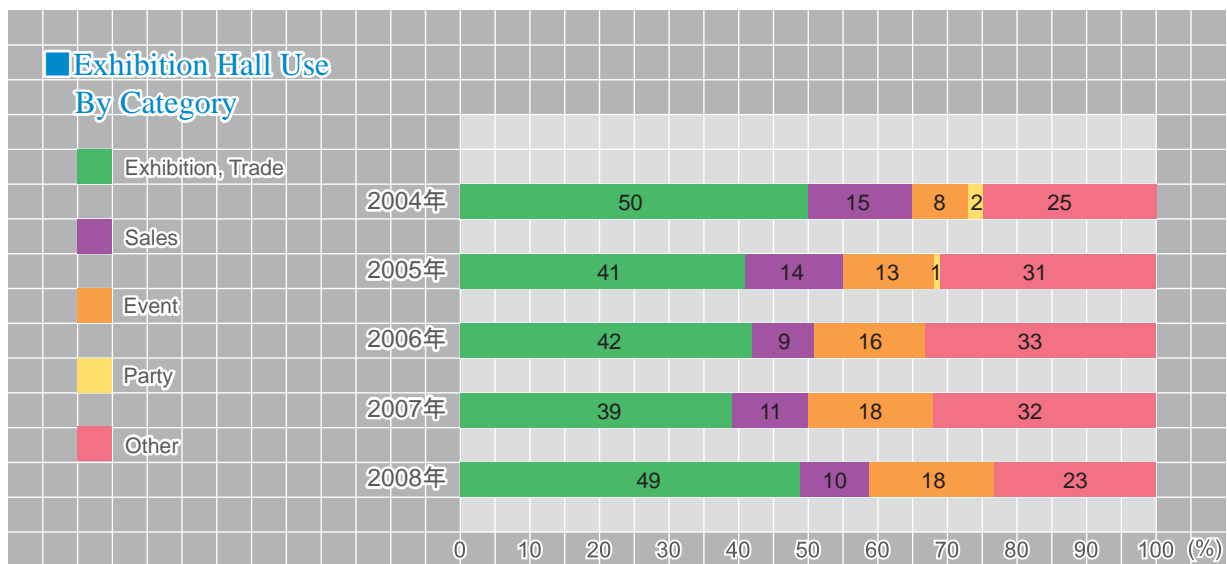
## Number of Events, Occupancy Rate & Participants

Fiscal Year	2004	2005	2006	2007	2008
Number of Events	123	160	155	156	145
Occupancy Rate in Area (%)	51	62	61	64	67
Participants (1,000 persons)	1,830	1,971	1,821	2,112	2,189

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

## Category

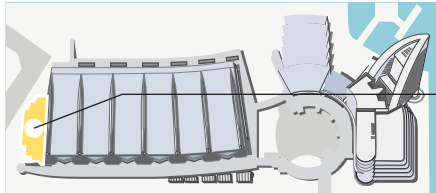
The Exhibition Hall is used mainly for exhibitions, trade fairs and sales events and for performances and large parties.



# Sales Record



## ■ Annex Hall



Facility name	Description of facility	Ownership	Management
● Annex Hall	Space of 1,350 m <sup>2</sup> dividable into 6 rooms	PACIFICO Yokohama	PACIFICO Yokohama

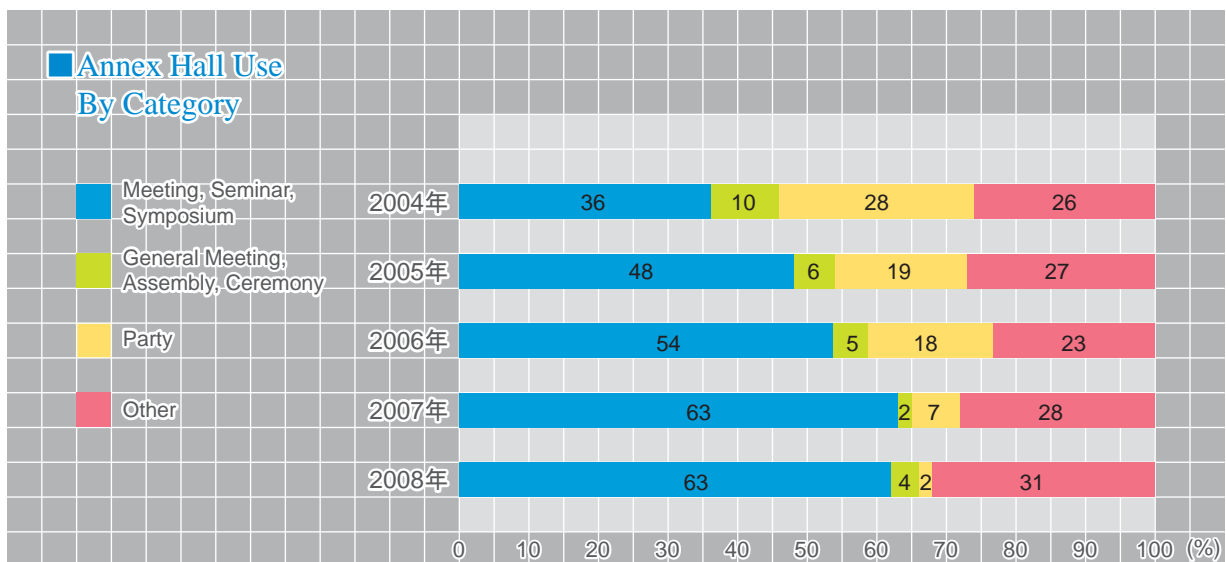
## Number of Events, Occupancy Rate & Participants

Fiscal Year	2004	2005	2006	2007	2008
Number of Events	215	217	249	217	250
Occupancy Rate in Days (%)	51	56	60	59	57
Participants (1,000 persons)	143	360	446	289	347

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

## Category

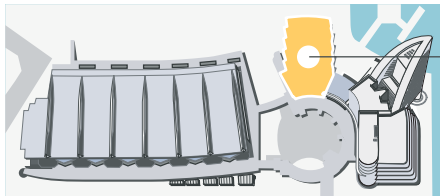
Similar to the Conference Center, the Annex Hall is being used for conferences, seminars, symposiums and parties.



# Sales Record



## ■ National Convention Hall



Facility name	Total floor space	Description of facility	Ownership	Management
● National Convention Hall	16,700m <sup>2</sup>	Large hall with 5,000 seats	National Government PACIFICO Yokohama	PACIFICO Yokohama

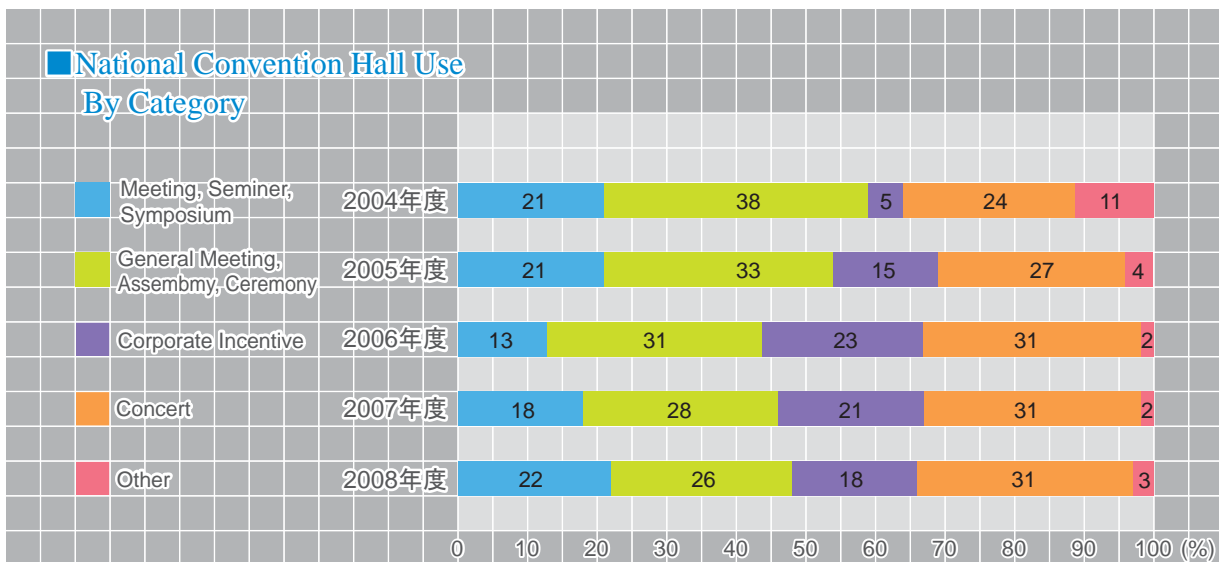
## Number of Events, Occupancy Rate & Participants

Fiscal Year	2004	2005	2006	2007	2008
Number of Events	111	109	135	134	137
Occupancy Rate in Days (%)	54	60	72	74	75
Participants (1,000 persons)	554	489	604	605	686

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

## Category

In addition to conferences, seminars and symposiums, the facility is used for general meetings, assemblies, ceremonies, and corporate incentive meetings, as well as for concerts and other kinds of performances.





**PACIFICO YOKOHAMA**

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