



2021 ANNUAL REPORT



PACIFICO YOKOHAMA

Corporate Philosophy

Mission

To create a brighter future by providing platforms for innovative knowledge sharing.

Vision

- To support our customers by exceeding their expectations with inspiring solutions.
- To enhance the development of our community as the leading convention destination in Asia.

Value

- We welcome all guests with respect, fairness, and warm hearts.
- We provide the best services and products through an integrated and highly motivated team.
- We ensure the safety and security of our guests.
- We are committed to promoting environmental sustainability.
- We bring inspiration and innovation in the ever-changing world.



Corporate Information

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	HAYASHI Takumi	
Date of Establishment	June 3, 1987	
Capital	7.5 billion yen	
History	Jun 1987	Pacific Convention Plaza Yokohama was established. Initial capital is 4.4 billion yen.
	Jun 1988	Capital increases to 8.8 billion yen.
	Jun 1989	Capital increases to 11 billion yen.
	Aug 1991	Conference Center and Hotel complex opened.
	Sep 1991	Capital increases to 16.8 billion yen.
	Oct 1991	Exhibition Hall A, B opened.
	May 1994	National Convention Hall opened.
	Aug 2001	Exhibition Hall C, D and Annex Hall opened.
	Aug 2006	Capital decreases to 7.5 billion yen.
	Mar 2010	Upgrade construction of Conference Center was completed.
	Sep 2018	Upgrade construction of Exhibition Hall A, B was completed.
Apr 2020	PACIFICO Yokohama North opened.	
Mar 2021	Upgrade construction of Conference Center was completed.	

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
6. Travel business (Class 2 Travel Operator)
7. Security services

Corporate Information

Stock Information

(1) Number of shares

Total Number of Authorized Shares 399,000

Total Number of Issued Shares 333,520

(2) Number of Shareholders

242

(As of March 31, 2022)

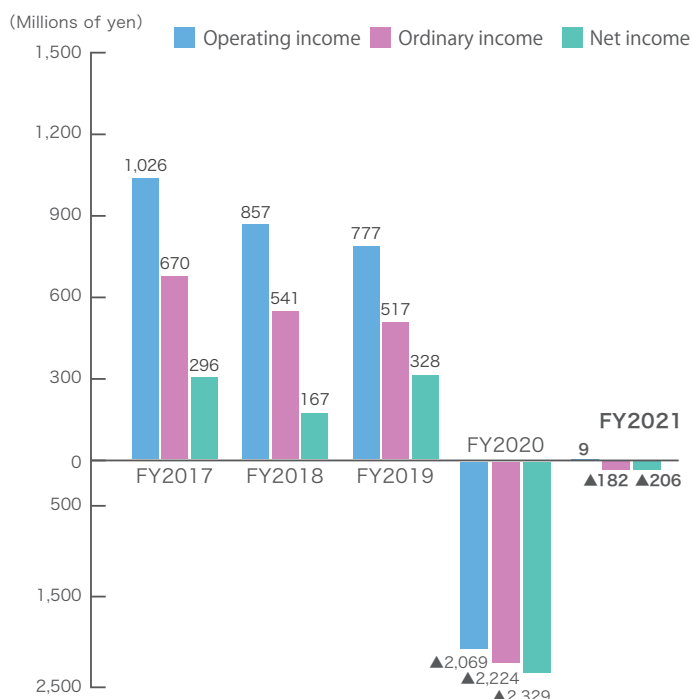
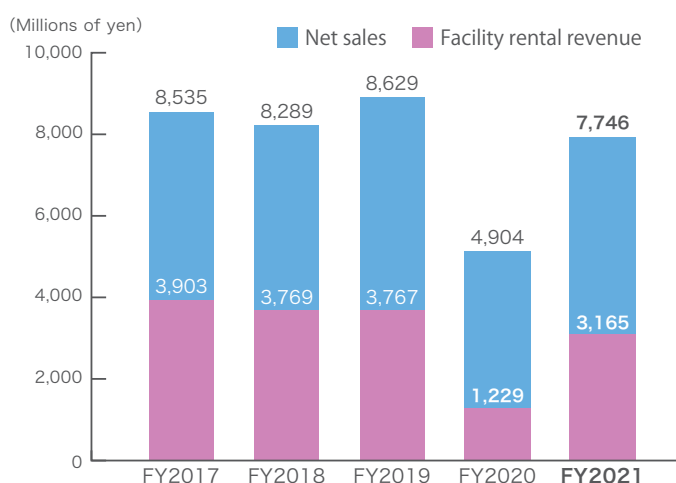
Main Shareholders	Number of shares	Percentage of shareholding (%)
City of Yokohama	82,000	24.58
Kanagawa Prefecture	40,000	11.99
Development Bank of Japan Inc.	32,000	9.59
JFCC Investment association for MM 21	12,000	3.59
MUFG Bank, Ltd.	6,820	2.04
The Bank of Yokohama, Ltd.	6,640	1.99
TOKYO GAS CO., LTD.	4,000	1.19
TEPCO Energy Partner, Incorporated	4,000	1.19
NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION	4,000	1.19
InterContinental Yokohama Grand	3,920	1.17

Selected financial data

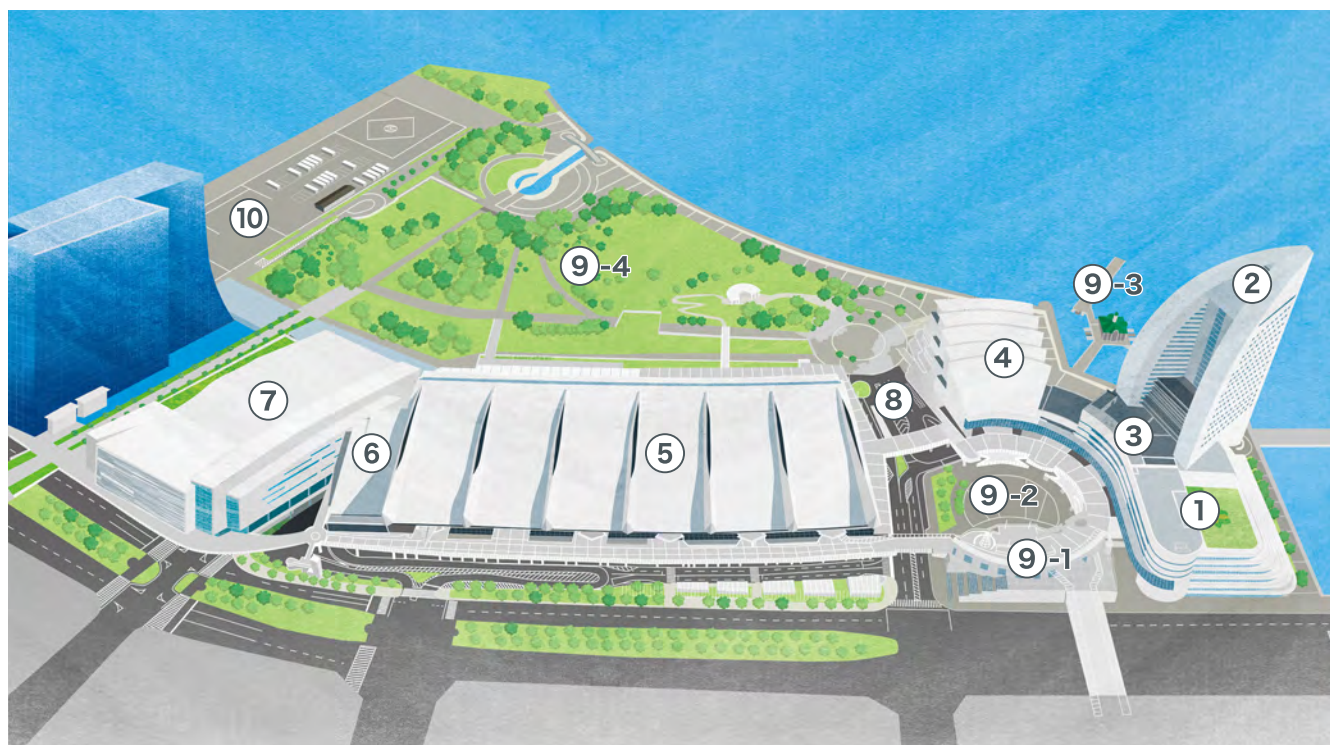
■ Sales record and assets

(Millions of yen)

Division	FY2017	FY2018	FY2019	FY2020	FY2021
Net sales	8,535	8,289	8,629	4,904	7,746
Operating income	1,026	857	777	▲2,069	9
Ordinary income	670	541	517	▲2,224	▲182
Net income	296	167	328	▲2,329	▲206
Total assets	41,148	39,909	38,425	47,658	45,962
Net assets	11,527	11,664	11,993	9,664	9,457



Outline of Facilities



Facility name		Outline	Building ownership	Site ownership	Management
①	Conference Center	Approximately 50 rooms of various sizes	PACIFICO Yokohama	City of Yokohama	PACIFICO Yokohama
②	Hotel	Approximately 600 guest rooms	PACIFICO Yokohama	City of Yokohama	InterContinental Yokohama Grand
③	Yokohama International Organization Center	<ul style="list-style-type: none"> Yokohama Association for International Communications and Exchanges(YOKE) 7 International organizations (ITTO, IUC, CITYNET, WFP, FAO, Y-PORT CENTER /YUSA, I FAD) 	International Affairs Bureau, City of Yokohama	City of Yokohama	PACIFICO Yokohama (Only the facility management)
④	National Convention Hall of Yokohama	The only one of the National Convention Hall in Eastern Japan		City of Yokohama and Government of Japan (half share)	PACIFICO Yokohama
	Marine Lobby (1F)	The multipurpose lobby of 1,400㎡ designed to evoke the image of seashore	PACIFICO Yokohama		
	Hall (2F)	Theater seating approximately 5,000	Ministry of Finance, Government of Japan		
⑤	Exhibition Hall	20,000㎡ column-free space dividable into 4 units	PACIFICO Yokohama	City of Yokohama	PACIFICO Yokohama
⑥	Annex Hall	1,350㎡ dividable into 6 units	PACIFICO Yokohama	City of Yokohama	PACIFICO Yokohama
⑦	North	Multi-purpose hall of 6,337㎡ 42 meeting rooms of various sizes	Culture and Tourism Bureau, City of Yokohama	City of Yokohama	PACIFICO Yokohama
⑧	Minato Mirai Public Parking Lot	Underground parking lot for approximately 1,200 cars	Culture and Tourism Bureau, City of Yokohama	City of Yokohama	PACIFICO Yokohama
⑨-1	Pedestrian Deck	Connected to each facility	Port and Harbor Bureau, City of Yokohama	City of Yokohama	PACIFICO Yokohama (designated manager)
⑨-2	Plaza	Circle event space			
⑨-3	Pukari-sanbashi Pier	Floating pier			
⑨-4	Rinko Park	The largest park in Minato Mirai area with greenery and panoramic view of Yokohama bay			
⑩	Bus/Large Vehicle Parking Lot	<ul style="list-style-type: none"> Parking lot for 8 large-sized vehicle Vehicle waiting area 	—	City of Yokohama	PACIFICO Yokohama

Sales Record

National Convention Hall of Yokohama

Theater seating approximately 5,000

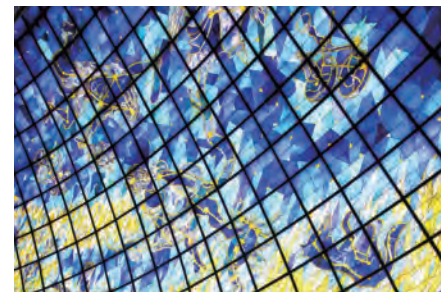
Hall	Maximum	5,002 Seats
<div style="display: inline-block; vertical-align: middle; border-left: 1px solid black; border-right: 1px solid black; padding: 0 5px;"> 1st Floor 2nd Floor 3rd Floor </div>	1st Floor	3,260 Seats
	2nd Floor	994 Seats
	3rd Floor	748 Seats
Marine Lobby		1,400m ²



Hall



Marine Lobby



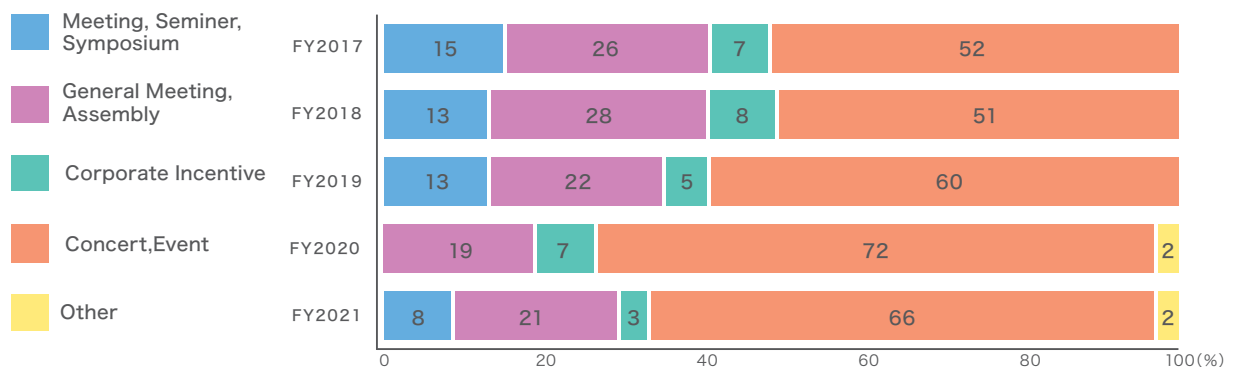
Stained glass at Entrance Lobby

Number of Events, Occupancy Rate & Participants

Fiscal Year	FY2017	FY2018	FY2019	FY2020	FY2021
Number of Events	155	162	154	43	100
Occupancy Rate in Days (%)	83	89	82	20	54
Participants (1,000 persons)	834	880	815	84	329

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

Category



Conference Center

Approximately 50 rooms of various sizes

- 1F Main Hall 1,004 Seats
- 3F Large Meeting Room 1,366㎡
(dividable into 4 units)
- 5F Large Meeting Room 792㎡
(dividable into 2 units)
Medium Meeting Room 500㎡
- 30 Small Meeting Rooms



1F Main Hall



3F Large Meeting Room 301-304



5F Medium Meeting Room 503

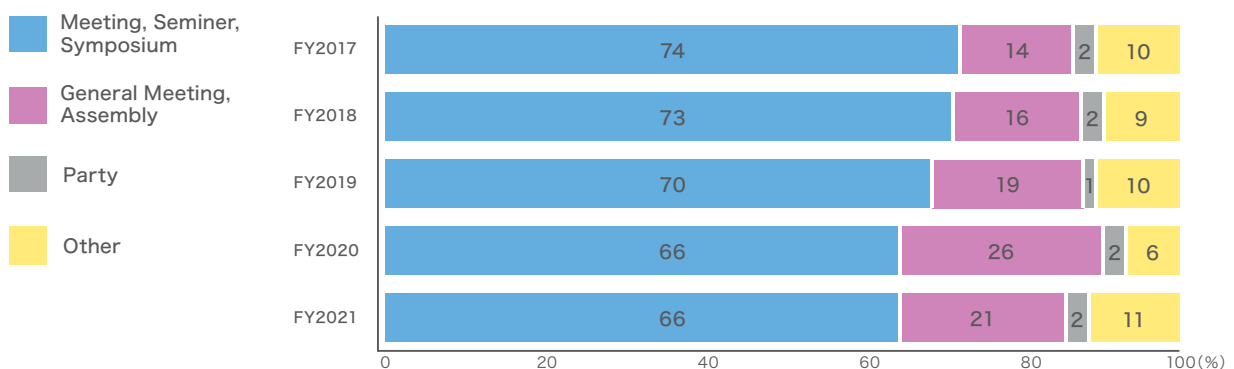
Number of Events, Occupancy Rate & Participants

Fiscal Year	FY2017	FY2018	FY2019	FY2020	FY2021
Number of Events	414	405	335	61	145
Occupancy Rate in Days (%)	69	67	59	8※1	35
Participants (1,000 persons)	410	400	341	15	79

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

※1 In fiscal 2020, the closed period (about 3 months) due to the upgrade construction of Conference Center is included in the number of available rental days.

Category



Sales Record

Exhibition Hall

20,000m² dividable into 4 units

Hall A 3,300m² · Hall B 6,700m²
 Hall C 3,300m² · Hall D 6,700m²
 Column-free space (Ceiling Height 13-19m)
 Floor finish : Concrete
 Floor weight capacity : 5t/m²



Hall ABCD



1F Concourse



2F Concourse

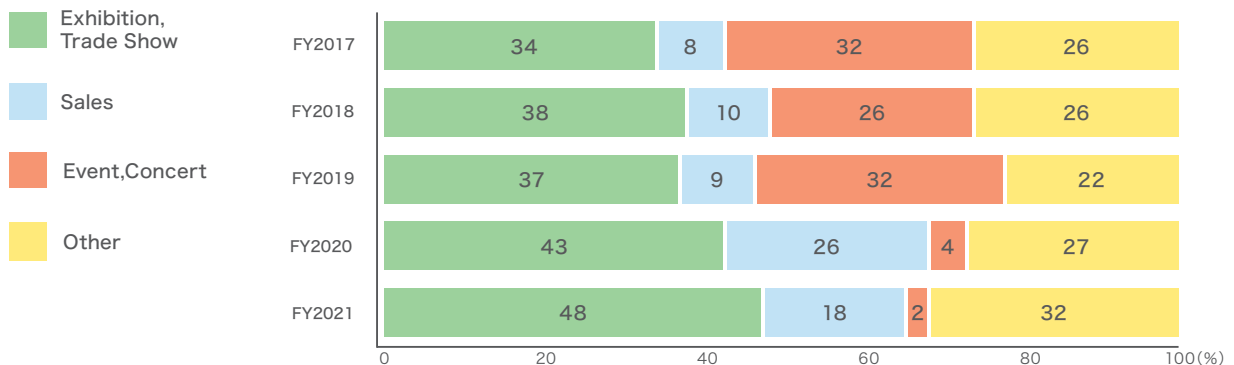
Number of Events, Occupancy Rate & Participants

Fiscal Year	FY2017	FY2018	FY2019	FY2020	FY2021
Number of Events	196	181	185	51	107
Occupancy Rate in Actual Area (%)	83	75 ^{*1}	79	17	47
Participants (1,000 persons)	2,753	2,562	2,433	239	661

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

※1 In fiscal 2018, the closed period (about 3 months) due to the upgrade construction of Exhibition Hall A, B is included in the number of available rental days.

Category



Annex Hall

1,350m² dividable into 6 units

- 1/6 unit 225m²
- 2/6 unit 450m²
- 4/6 unit 900m²
- 6/6 unit 1,350m²



F201-206



F201-206



Foyer

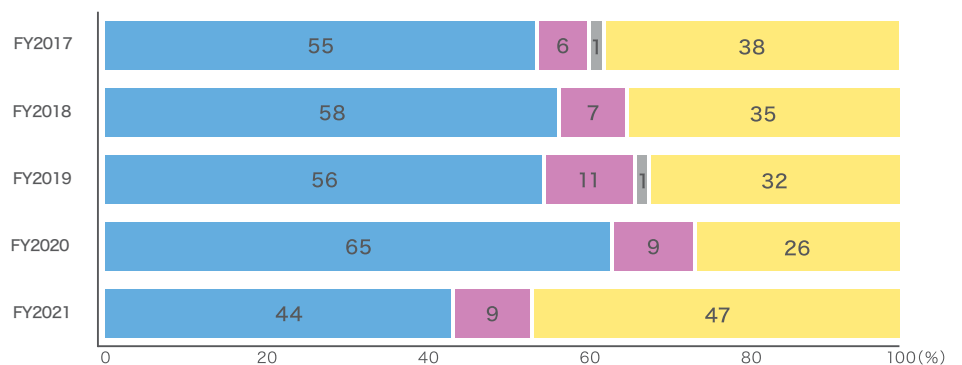
Number of Events, Occupancy Rate & Participants

Fiscal Year	FY2017	FY2018	FY2019	FY2020	FY2021
Number of Events	211	207	186	57	95
Occupancy Rate in Days (%)	63	60	57	14	30
Participants (1,000 persons)	285	292	212	22	96

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

Category

- Meeting, Seminar Symposium
- General Meeting, Assembly
- Party
- Other



North

Multi-functional convention center opened in 2020

- 1F Multi-purpose hall of 6,337㎡
(column-free and carpeted)
- 2F 14 Small meeting rooms
- 3F 14 Large/Medium/Small meeting rooms
- 4F 14 Large/Medium/Small meeting rooms



Multi Purpose Hall



Medium Meeting Rooms



Garden Lounge

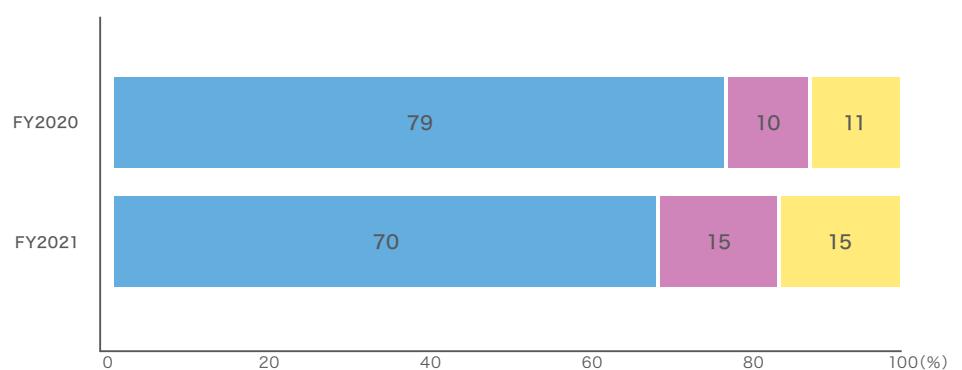
Number of Events, Occupancy Rate & Participants

Fiscal Year	FY2020	FY2021
Number of Events	63	92
Occupancy Rate in Days (%)	17	26
Participants (1,000 persons)	93	106

*Occupancy Rate in Days = average number of days when main meeting rooms (G1~G8 · G301~G304 · G401~G404) are occupied divided by available rental days (365 or 366 days per year minus 24 closed days for facility inspection)

Category

- Meeting, Seminar Symposium
- General Meeting, Assembly
- Party
- Other



Sales Record

Major events in 2021

- JRC2021
4/15(Thu)~4/18(Sun)
- ITEM(International Technical Exhibition of Medical Imaging) 2021
4/16(Fri)~4/18(Sun)
- The 41st Annual Meeting of The Japanese Congress of Neurological Surgeons
5/13(Thu)~ 5/16(Sun)
- CITE JAPAN 2021
5/19(Wed)~5/21(Fri)
- The 66th Annual Meeting of the Japanese Society for Dialysis Therapy
6/4 (Fri) ~6/6 (Sun)
- Sony presents DinoScience The Dinosaurs of Laramidia 2021@YOKOHAMA
7/17(Sat)~ 9/12(Sun)
- YUZU TOUR 2021
8/9(Mon)~8/11(Wed) · 9/10(Fri)~9/12(Sun)
- PHILANIPPON 2021
(the 37th Asian International Stamp Exhibition)
8/25(Wed)~8/30(Mon)
- The 109th Annual Meeting of the Japanese Urological Association (JUA2021)
12/7(Tue)~12/10(Fri)
- The CASTLE EXPO 2021
12/17(Fri)~12/19(Sun)
- The 3rd YOKOHAMA Global MICE Forum
1/27(Thu)
- JAPAN DENTAL SHOW 2021
3/4(Fri)~3/6(Sun)





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