Cover p1_p4

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TAC Co., Ltd.

TAC

CORPORATE PROFILE

2014-2015



Opens the century of knowledge.

TAC

804-0979-1057-11

Corporate mission

Contributing to society by developing professionals

TAC's principle business is to develop professionals. The English word "profession" is derived from the word "profess" which means to declare oneself before God. In the Middle Ages in Europe, specialists such as priests, lawyers, accountants, doctors, teachers and engineers declared themselves before God in order to perform their professions. People who became professionals by the grace of God had to bear a great responsibility towards society and have the best of morals. TAC is aiming not only to enhance the skills of existing professionals, but also to contribute to Japanese society "as a company that creates professionals" by raising the new professionals needed in this new era.



Inside cover illustration: **University of Bologna, the oldest university in the world**
This illustration from a fourteenth-century manuscript shows a lecture to university students in Bologna in the 1350's. Bologna University, honored as the "mother of all universities" is the oldest university in Europe, founded in the 11th century. Bologna University, over its nine-century history, produced prominent figures that include Dante, author of "The Divine Comedy", Galileo Galilei and Copernicus.

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Hiroaki Saito
President and CEO TAC CO., LTD.

PROFILE Date of birth : March 8, 1951
Brief personal history : March 1975 graduated from the economics department of Tohoku University.
September 1978, passed the Part 2 examination for certified public accountants.
September 1978, entered Tokyo Accounting Center.
December 1980, established TAC (formerly named : Tokyo Accounting Center)
and became the president and representative director. April 2003, assumed the position of the Deputy Chairman of the Japan Association of Corporate Executives
Major books : "Memory of Wind", "Chasing Wind", "Meeting Wind", "License Exams and the Concept of Passing Exams", "Duet in the Wind" and "Business Strategy". An essay titled "Competing with a Passenger Bus", included in "Meeting Wind" was selected as the best essay by Bungei Shunju in 1999.

Message from the CEO

In my university days, I did not know what I wanted to do in the future, so I decided to roam around India, travelling like a vagabond, in order to discover myself. It was a powerful cross-cultural experience for me. During my travels, I was surrounded by child beggars at the Delhi airport, and I bathed in the Ganges, where the ashes of the dead are scattered. I met an old farmer on the Deccan Plateau, irrigating his land with water drawn from a well. In the rural villages of India, the caste system is still in force, and people have no choice but to perform the labor destined by their birth. I realized for the first time in my life that I was lucky to have been born in Japan, where freedom of choice in employment is guaranteed by the Constitution. It is a great fortune that we can decide for ourselves what we want to be. I then pledged to myself that I would live my life to the fullest if I made it back safely to Japan.

Upon my return home, I thought it would be very boring to apply for a position in one of the blue-chip companies, which at that time all the university students were eager to do. Instead, I resolved to lead an independent life, one that I could control myself. I decided to sit the Certified Public Accountant examination, one of Japan's most difficult professional certifications.

I passed the examination and then considered my future. I thought it would be a real challenge to start a venture business rather than pursuing an ordinary career as a CPA. I believed that doing business for the good of society was something that no one else was willing to do, so at the age of 29, I established TAC. In those days, banks required borrowers to provide a cosignatory and to purchase insurance. I took out an insurance policy with the full intention of giving my life to the bank if the venture failed. In this way TAC started as a venture. Since its inception, TAC has been helping university students and working people to live strong and independent lives. Professional licenses and certifications are weapons which make you stronger and enable you to live your life in your own way.

The essence of education lies in its support of people in leading the lives that they really want to live. TAC is a company which achieves this essence. Eight years have passed since the publication of Web Shinkaron (The Theory of Web Evolution), by Mochio Umeda. What was once fiction is now becoming reality and continues to evolve. Coping with the changing times, we will continue to adapt ourselves in the pursuit of the essence of education and in our determination to help people live their lives to the fullest.

Personal Education Segment
Corporate Training Segment
Publishing Segment
Manpower Segment

Opens the century of knowledge.
TAC

special feature I

Capital and Business Alliance with Z-KAI Group Opens New Door of TAC

On December 27, 2013, TAC Co., Ltd. ("TAC") announced a capital and business alliance with Zoshinkai Publishers Co., Ltd. ("Zoshinkai Publishers"). TAC provides educational service to university students and working people to help them acquire license qualifications. Zoshinkai Publishers has made incomparable achievements in the area of correspondence education to students preparing for high-school and university entrance exams. What is the significance of a capital and business alliance between these two companies?

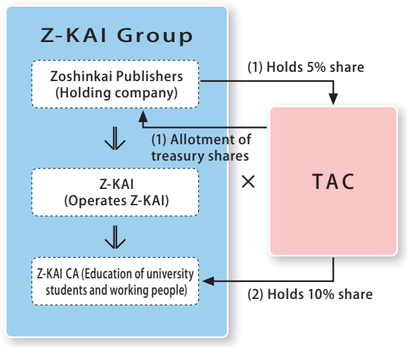
1 Detail of capital and business alliance

(1) Rationale behind the capital and business alliance

TAC operates educational business nationwide for university students and working people. Its business covers license qualifications in the area of accounting, law and public officers including Certified Public Accountant, Licensed Tax Accountant, Judicial Scrivener, Public Office exam, etc. TAC delivers quality classroom lectures through various media (DVD, video delivery on the Internet, downloading sound data, etc.). It is also widely known to have many excellent instructors capable of developing quality educational material to lead students taking TAC's educational courses to success.

Zoshinkai Publishers is a leading company with extensive operations in educational services. The main business of Zoshinkai Publishers is correspondence education which is provided through its subsidiary "Z-KAI Co., Ltd.". ("Z-KAI"). It also endeavors in the educational, publishing and teaching businesses using the Web. In November 2013, Zoshinkai decided to spin off Z-KAI Career Advancement Co.,Ltd. (Z-KAI CA) (sub-subsidiary engaged in planning, development and sales of educational contents to university students and working people) as a separate company to expand the educational business to university students and working people.

As described above, TAC has its strength in educational know-how in classroom courses, strong development capability in educational contents in license qualifications, and ability to attract customers (university students and working people). On the other hand, Zoshinkai Publishers is known for its quality educational know-how in correspondence education (distance learning) and development capability in educational contents mainly in liberal arts and extensive client network covering students in elementary school, junior and senior high school students. The capital and business alliance between TAC and Zoshinkai aims to integrate the strengths of both companies toward excellent educational contents and quality service. This will enable both companies to offer new and more effective solutions to their customers which will lead to the fostering of excellent human resources by combining intelligence and sensibility for the next generation.



(2) Detail of the business alliance

Upon announcement of the business alliance, we envisioned the following:

(a) Joint development and sales of correspondence courses in the area of license qualifications concentrating TAC's excellent educational contents and Zoshinkai Publishers' know-how in the area of correspondence education.
(b) Joint development and sales of new collaborative courses leveraging strength of TAC (license qualification area) and Zoshinkai Publishers (liberal arts area)
(c) Joint development and sales of English teaching material for university students and working people making use of educational contents related to TOEFL® owned by Zoshinkai Publishers
(d) Other areas settled upon through consultation between both parties

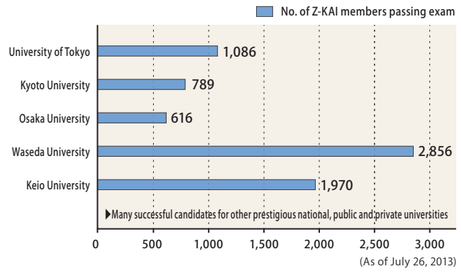
(3) Detail of the capital alliance

The capital alliance is based on the scheme shown in the lower left-hand corner of the page.
(a) Acquisition by Zoshinkai Publishers of 5% of outstanding shares of TAC by around January 31 2014. (Disposal of treasury share by TAC through third-party allotment to Zoshinkai Publishers and acquisition from TAC's existing of shareholders)
(b) Acquisition by TAC of shares equivalent to 10% of total voting power of Z-KAI CA by around February 28, 2014. (Issue of new shares by way of third-party allotment by Z-KAI CA to TAC)

2 Z-KAI is proud of high pass rates in prestigious universities

Z-KAI has built great achievements in the area of college entrance exam (Source: Website of Z-KAI Group)

[2013 Members of Z-KAI: No. of successful candidates]



Ability to work out future

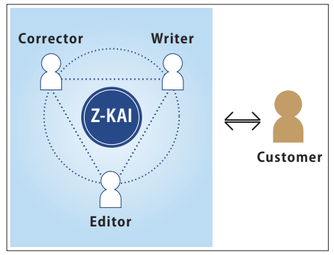


The source of power to produce so many successful candidates for prestigious universities lies in Z-KAI's stance of placing importance on true academic ability through educating students of different ages covering elementary school, junior and senior high school.

Mr. Fujii, who found "Jitsuryoku Zoshinkai" (predecessor of Zoshinkai) in 1931 raised the motto of "One practice better than 100 lectures" and preached the importance of self-study. His policy "trying to solve problems by oneself and to find answers by oneself in case of having any questions is more efficient and effective than attending lectures without any motivation", is still supported by many students taking entrance exam.

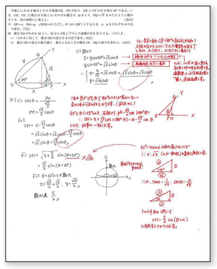
Z-KAI also attaches importance to "sincere support to its members to promote their practical learning".

System chart



Z-KAI is willing to share not only its members' joy of achieving something but also their suffering and worry during the course of their learning. Z-KAI is fostering learners' potential by presenting them "good questions" which develop "thinking skill". And it also supports their understanding by making deletions, corrections and revisions on learners' papers which enhances their "thinking process". To create "good questions" (questions which effectively draw out learners' ability), it is important to share and enhance awareness toward "good questions" among writers (those who make questions), editors and those correcting learners' paper. Close ties among them is the key to Z-KAI's sophisticated learning contents. The amount of items added by correctors written with a red pen is many times more than those written by the learner. Reading items written by the correctors helps the learner to know-how much he/she understands the question and to know in which part he/she does not have sufficient understanding. Learners, by reading the items written by the corrector, can learn and can deepen understanding by himself/herself. An answer paper filled with red letters written by the corrector shows close support and encourages the learners.

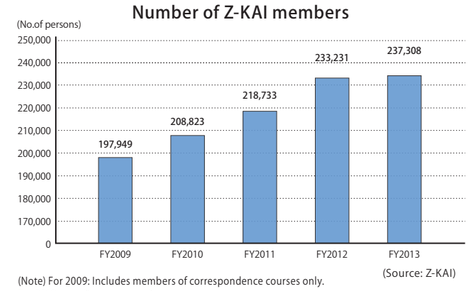
Student's paper after correction



This sincere attitude of Z-KAI captured the heart of customers and Z-KAI's correspondence courses won top awards in all school age categories in "Iid Award". (Iid corporation is a marketing company and "Iid award" which commends excellent products / service receives a lot of attention. http://www.iid.co.jp/)

This high potential of Z-KAI is the reason that it continues to attract many customers. The number of customers for the recent 5 years is as shown below:

Number of Z-KAI members



(Source: Z-KAI)

(Note) For 2009: Includes members of correspondence courses only.
For 2010 and after, number of correspondence courses and classroom courses.

3 TAC and Z-KAI group: Joint development of new educational course

The strength of TAC also lies in quality educational material and excellent instructors, both of which are key to lead candidates to success. Also many of the staff of the Education Planning Department at TAC, which operates educational courses for various license qualifications, are highly motivated and they take the exam (and even pass the exam) of license qualifications under their charge in order to learn more about the educational courses they run. Currently TAC is promoting development of collaborative courses jointly with Z-KAI CA mainly on the initiative of these motivated staff members.

▶Promoting business alliance under 3 subcommittees

(1) Joint development of educational course
→ Mainly CPA and Public Officer courses

(2) Educational contents for English learning
→ Sales of each product already started

(3) Constructing a system where TAC and Z-KAI Group can mutually introduce their customers

In TAC, a Language Study Sales division was established in April 2014 and started selling educational material of TAC and Z-KAI CA to universities and companies. Both companies, looking ahead to future business, started development of a telecommunications system for joint use.
These efforts by TAC and Z-KAI group will support further growth of these two companies.

Special feature II

Explosion of Internet Education Market. Dramatic Growth of "Online School"

On January 29, 2014, TAC launched "Onsuku.jp", new network service for education operated by Online School Co., Ltd., which is a wholly-owned subsidiary of TAC. The outline, aim and future potential of this new service is described below:

1 What is "Online School", which allows you to enjoy learning for license qualification for "free"

Online School Co., Ltd., TAC's wholly-owned subsidiary established in May 2013 operates "Onsuku.jp" which provides learning services for license qualifications for free. Onsuku.jp started provision of "App for Bookkeeping 3rd grade (for Android)" followed by "App for Bookkeeping 3rd grade (for iPhone)", FP 3rd grade (Certified Skilled Worker of Financial Planning) and many other popular license qualifications.



	Apps released
Jan 2014	Bookkeeping 3rd grade (for Android)
Feb	Registered Representative (Class II) (for Android)
March	Bookkeeping 3rd grade (for iPhone) Registered Representative (Class II) (for iPhone) Financial Planner (3rd grade) (for Android) The Japan business law examination (3rd grade) (for Android)
April	Financial Planner (3rd grade) (for iPhone) The Japan business law examination (3rd grade) (for iPhone) And many more…

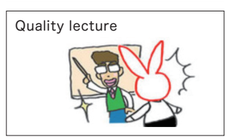


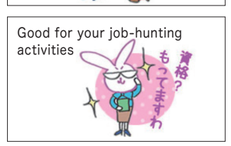
App (image) of Bookkeeping 3rd grade

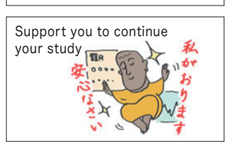
Onsuku.jp has many benefits:







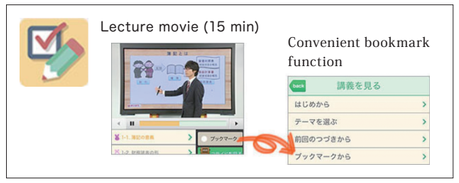


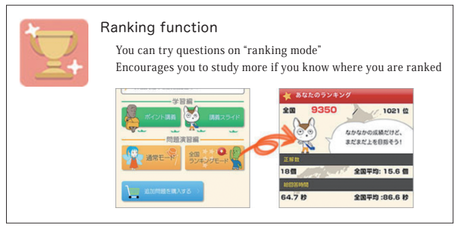






Feature of apps of Onsuku











Onsuku.jp incorporates an SNS function which is increasingly prosperous. It is also developing functions that TAC educational courses did not have in the conventional services, attaching great importance to the environment where users can enjoy learning.

2 Current status of Internet education and its market potential

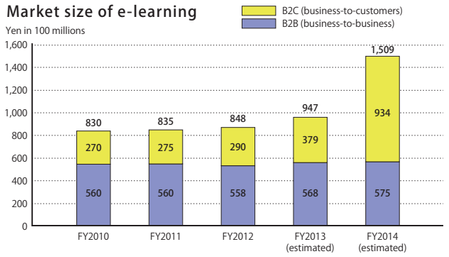
Now let us change to a macro point of view. The market size of e-learning is gradually expanding, driven by B2C. Especially, e-learning market using mobile devices (mobile phones including smart phones and tablets) is growing rapidly.

More concretely, the size of the domestic e-learning market in 2013 grew 11.7% over the previous year to ¥94.7 billion and in 2014 is expected to grow 59.3% over the previous year to ¥150.9 billion. While B2B markets are expected to grow 1.2% over the previous year to ¥57.5 billion in response to penetration of cloud computing services and increased competition. The growth rate of B2C is much higher and is expected to be 2.5 times larger, increasing to ¥ 93.4 billion. Such high growth is attributed to the following factors:

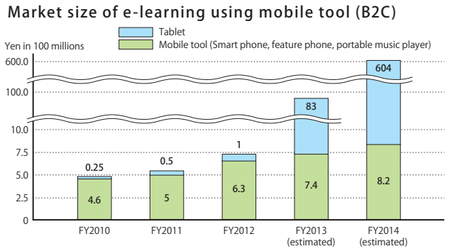
Growth factors of B2C market

(1) Spread of broadband at home
(2) Increase in business operators providing low-priced language lessons services using Skype, etc.
(3) Increased introduction of e-learning services at cram schools and preparatory schools
(4) Increase in business operators providing learning contents for children (infant education, supplemental study, preparation for entrance exam, etc.) in line with increases in digital natives.

Supported by these factors, B2C market is expected to produce explosive growth.
Market size of e-learning using mobile device is expected to undergo rapid growth from ¥8.3 billion in 2013 (estimated) to ¥60.4 billion in 2014 due to penetration of tablet devices.



(Source: "Research of e-learning market (2014)" by Yano Research Institute Ltd.)



(Source: "Research of e-learning business (2014)" by Yano Research Institute Ltd.)

According to Yano Research Institute Ltd., information exchange among learners through social media including SNS, etc. tend to create ideal placew for learning in a natural manner, which will support further growth of e-learning market based on mobile media. Such a tendency is called "social learning". Social learning is considered to provide benefits to learners, including "promoting motivation to learn", "enhancing level of understanding", "prevention of isolation", etc. It is expected that the environment of learners will improve by connecting with other learners.

3 Future of Onsuku.jp and TAC's involvement

The benefits obtained from "social learning" is nothing new and it was commonly seen in conventional classroom lectures provided by TAC. In classroom lectures, an instructor serves as a pace maker for the learning of the students. Students can learn a lot not only during the lecture but during question time. Students, by asking questions to instructors and interacting with them, become motivated. And also other students, by listening to the dialogues between instructors and questioners, can deepen their understanding. During break time, students can socialize with others in the class and can exchange information about learning and can even share a dream, which will strengthen their motivation.
Development of Web and IT lowered a hurdle to start learning toward license qualifications. Nowadays, inclusion of an SNS function can be a significant factor for learners' motivation and learning effectiveness. In this sense, Onsuku.jp assumes a role in discovering potential customers through its approachable features. Onsuku.jp, is currently expanding its lineup of apps as well as enhancing its function. Customers can light-heartedly start studying for license qualification through Onsuku.jp. Then if they want to start formal preparation for the license qualification, they can contact TAC. This way, Onsuku.jp, which stimulates and creates potential customers, makes a substantial contribution to TAC Group as a whole.

BUSINESS OVERVIEW

HISTORY

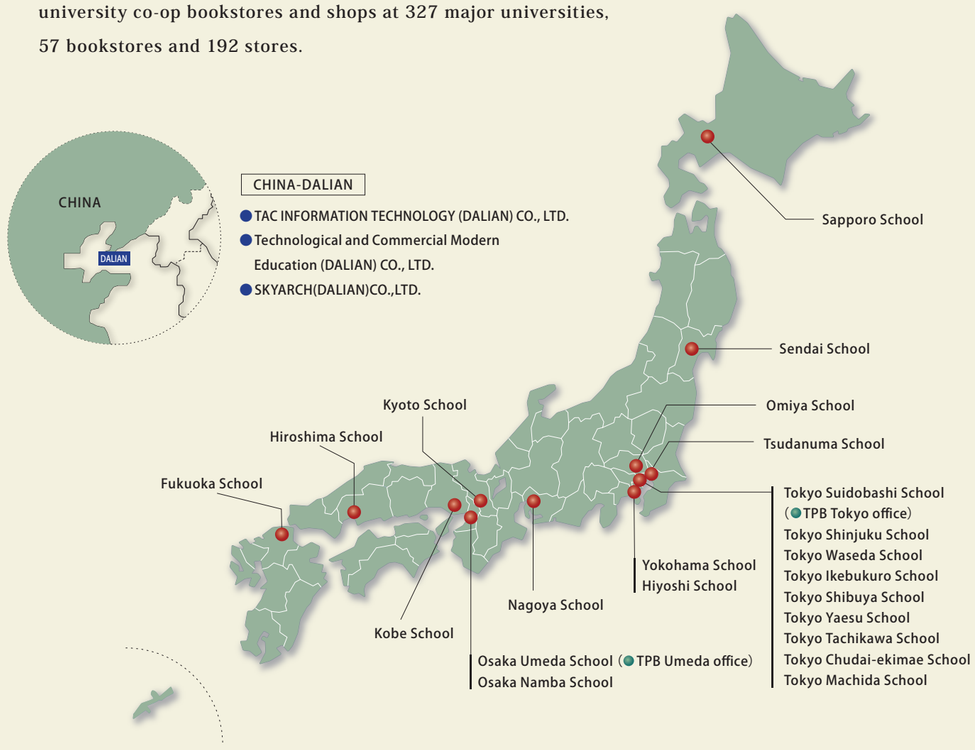
Fiscal year	License Courses	Establishment	Affiliated schools
1980 ~ 1999	'80/12 Started courses for Certified Public Accountant '80/12 Licensed Tax Accountant '80/12 Bookkeeper exam '85/05 Started IT specialists course. '86/04 Started Registered Real Estate Transaction Manager course. '86/11 Started Certified Social Insurance Labor Consultant course. '87/06 Started Administrative Scrivener course. '88/08 Started U.S. Accounting course. '89/03 Started Small and Medium Enterprise Management Consultant course. '89/06 Started U.S. Certified Public Accountant course. '90/09 Started Securities Analyst course. '91/06 Started Real Estate Appraiser course. '92/05 Started Financial Planner course. '94/06 Started Public Officer course. '95/12 Partnered with Becker, USA for the U.S. CPA '96/07 Started PC courses. '96/11 Started Construction Industry Accountant course.	'80/12 TAC Co., Ltd. established. '80/12 Opened Tokyo head school, Osaka school and Nagoya classroom. '86/08 Opened Nagoya school. '86/08 Opened Yokohama school. '89/01 Opened Suidobashi school. '91/04 Opened Kyoto school. '93/09 Head office relocated due to business expansion. '93/09 Opened Fukuoka school. '94/09 Opened Ikebukuro school. '98/02 Opened Machida school. '98/03 Opened Namba school. (Osaka school renamed to Umeda school.) '99/06 Opened Omiya school. '99/08 Opened Suidobashi Station school. '99/12 Opened Kobe school.	'98/08 Kumamoto school. '99/08 Maebashi school. (Currently Gunma School) '99/09 Kagoshima school. '00/03 Takamatsu school. '00/03 Fukuyama school. '00/03 Tokushima school.
2000 ~ 2009	'00/10 Established IT engineer school. '00/10 Partnered with the University of Nevada, Reno. '01/05 Started CompTIA® course. '01/09 Started Web-based courses delivering moving images of lectures. '01/10 Started Condominium Management Consultant and Registered Condominium Administration Manager courses. '01/10 Established TAC Business School. '02/01 Started DC Planner course. '03/04 Started Chartered Financial Analyst course. '03/08 Started The Japan business law examination course. '05/09 Started Securities Broker Representative course.	'01/05 Established TAC Profession Bank Co., Ltd., (TPB) a wholly-owned subsidiary and started manpower staffing and manpower placement business. '01/10 Opened Yaesu school. '03/04 Opened Shinjuku school. '04/08 Closed Suidobashi school. '05/04 Opened Sendai school. '05/05 Opened Sapporo school. '05/08 Closed Tokyo head school. '05/09 Opened Shibuya school.	'01/04 Kanazawa school. '01/08 Okinawa school. '01/10 Okayama school. ('02/08 Hiroshima school.) '03/07 Utsunomiya school. '03/07 Toyama school. '04/03 Miyazaki school.

Fiscal year	License Courses	Establishment	Affiliated schools
2000 ~ 2009	'07/09 Started CIA(Certified Internal Auditor) course. '08/01 Started Certification test for accounting course. '08/02 Started Registered Custom Specialist course. '08/05 Started Intellectual Property Management Skills course. '08/09 Started BATIC (Bookkeeping and Accounting Test for International Communication)® course. '08/11 Started IPO Practical Skill Examination course. '09/07 Started Financial Manager course. '09/09 Waseda seminar and business unification Started Bar examination course. Started Judicial Scrivener course. Started Patent Attorney course. Started Public Officer / Foreign Affairs Employment course. Started Mass communication / An anti-finding employment measure course. '09/12 Started International Financial Reporting Standards course. '10/01 Started Financial Reporting Skills examination course. '10/03 Started TOEIC®course.	'05/11 Opened Hiyoshi satellite school. '06/10 Opened TPB Umeda office. '07/06 Opened Tachikawa school. '07/06 Hiyoshi satellite school renamed to Hiyoshi school. '07/09 Hiroshima school came under direct control. '08/03 Established Life Underwriter Academy Co. ,Ltd. '08/07 Opened TPB Nagoya office '08/10 Opened Waseda school '09/07 Opened Tsudanuma school. '09/08 Tachikawa school relocated. '09/09 Upon integration of the business of supporting acquisition of license qualifications and publishing of W Seminar, Waseda Management Publication Co.,Ltd a wholly owned subsidiary, was established. Takadanobaba School transferred. Chudai-ekimae School transferred. '09/11 Kobe school relocated. '09/12 Fukuoka school relocated. '10/02 Kyoto school relocated.	'09/04 Matsumoto school '10/02 Kokura school
2010 ~	'11/08 Started CCSA (Certification in Control Self-Assessment) course '11/09 Started Public Officer courses for science oriented students (engineering area) '11/09 Started Pension Adviser course '12/07 Started Enrolled Agent (EA) course '12/07 Started Privacy Information Protection Test course '12/08 Started The Proficiency Test in Trading Business '12/08 Started Certified Management Accountant (US CMA) course '12/11 Started Architect course '13/10 Started Teacher's Certificate Exam course	'10/04 Hiyoshi school newly constructed / relocated. '10/05 Shibuya school relocated. '11/03 Waseda school newly constructed / relocated. '11/04 Established TAC Publication Sales Co.,Ltd. (wholly owned subsidiary) '11/05 Additional investment to Technological and Commercial Modern Education (DALIAN) Co., Ltd. to make it a subsidiary '11/06 Takadanobaba School closed '11/08 Established TAC INFORMATION TECHNOLOGY (DALIAN) CO., LTD '12/01 Yaesu School moved '12/05 Established Profession Network Co., Ltd. '12/08 Nagoya School moved '12/08 SKYARCH (DALIAN) CO.,LTD. established '12/12 TAC Sogo Kanri established '13/01 Shinjuku School moved '13/05 Online School Co., Ltd., TAC's wholly-owned subsidiary, established	'12/12 Oita school.

BUSINESS OVERVIEW

TAC'S NATIONWIDE NETWORK

One of the most important factors contributing to TAC's business success is its network. TAC has 22 branches mainly in urban areas and partners with 15 schools in major regional capitals.
TAC is operating all over Japan. Applications for TAC's license courses operated under the Personal Education segment can be made at 480 university co-op bookstores and shops at 327 major universities, 57 bookstores and 192 stores.



TPB (TAC Profession Bank Co.,LTD.)

TPB Tokyo office
TC Suidobashi Building 7F, 3-2-14 Misaki-cho,
Chiyoda-ku, Tokyo 101-0061
Tel : 03-5276-5501

TPB Umeda office
Yoshida chaya-machi Building 5F, 6-20
Chaya-machi, Kita-ku, Osaka City 530-0013
Tel : 06-6371-5851

Branches



Sapporo School
Sapporo55 3F, Nishi 5-7,
Kita5jo, Chuo-ku,
Sapporo City 060-0005
Tel : 011-242-4477



Sendai School
AEL 25F, 1-3-1 Chuo, Aoba-ku
Sendai City 980-6125
Tel : 022-266-7222



Tokyo Suidobashi School
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2-10-8 Misaki-cho,
Chiyoda-ku, Tokyo 101-0061
Tel : 03-5276-0271



Tokyo Shinjuku School
Meiho Building 9F, 1-21-1
Nishi-Shinjuku, Shinjuku-ku,
Tokyo 160-0023
Tel : 03-5322-1040



Tokyo Waseda School
1-101-16 Totsuka-machi,
Shinjuku-ku, Tokyo 169-0071
Tel : 03-5287-4940



Tokyo Ikebukuro School
Orix Ikebukuro Building 6F,
1-19-6 Ikebukuro, Toshima-ku,
Tokyo 171-0022
Tel : 03-5992-2850



Tokyo Shibuya School
Shibuya Sakuragaoka Square,
31-15 Sakuragaoka-cho,
Shibuya-ku, Tokyo 150-0031
Tel : 03-3462-0901



Tokyo Yaesu School
KPP Yaesu Building 4F,
1-10-7 Kyobashi,Chiyoda-ku,
Tokyo 104-0031
Tel : 03-6228-8501



Tokyo Tachikawa School
Endo Soshin 2nd Building,
1-32-6 Akebono-cho, Tachikawa
City, Tokyo 190-0012
Tel : 042-528-8898



Tokyo Chudai-ekimae School
216-1 Higashi-Nakano,
Hachioji, Tokyo 192-0351
Tel : 042-678-7210



Tokyo Machida School
Sohei Building 2F, 6-16-8
Hara-Machida, Machida City,
Tokyo 194-0013
Tel : 042-721-2202



Yokohama School
Sky Building, 2-19-12
Takashima, Nishi-ku,
Yokohama City 220-0011
Tel : 045-451-6420



Hiyoshi School
1-5-21 Hiyoshi-Honcho,
Kohoku-ku, Yokohama City
223-0062
Tel : 045-560-6166



Omiya School
S-INO Omiya South Wing 3F,
1-10-17 Sakuragi-cho,
Omiya-ku, Saitama City 330-0854
Tel : 048-644-0676



Tsudanuma School
Morisia Tsudanuma Office
11F, 1-16-1 Yatsu,
Narashino City 275-0026
Tel : 047-470-1831



Nagoya School
Meitetsu Bus Terminal Building
10F, 1-2-4 Meieki,Nakamura-ku,
Nagoya City 450-0002
Tel:052-586-3191



Kyoto School
Shijo-karasuma Center Building 4F,
159-1 Dojisha-cho, Ayanokoji-dori
Karasuma-nishi-iru, Shimogyo-ku,
Kyoto City 600-8421
Tel : 075-351-1122



Osaka Umeda School
Umeda Center Building 4F,
2-4-12 Nakazaki-Nishi, Kita-ku,
Osaka City 531-0015
Tel : 06-6371-5781



Osaka Namba School
Midohsuji Grand Building 13F,
2-2-3 Namba, Chuo-ku,
Osaka City 542-0076
Tel : 06-6211-1422



Kobe School
Orix Kobe Sannomiya Building
1F, 6-1-10 Goko-dori, Chuo-ku,
Kobe City 651-0087
Tel : 078-241-4895



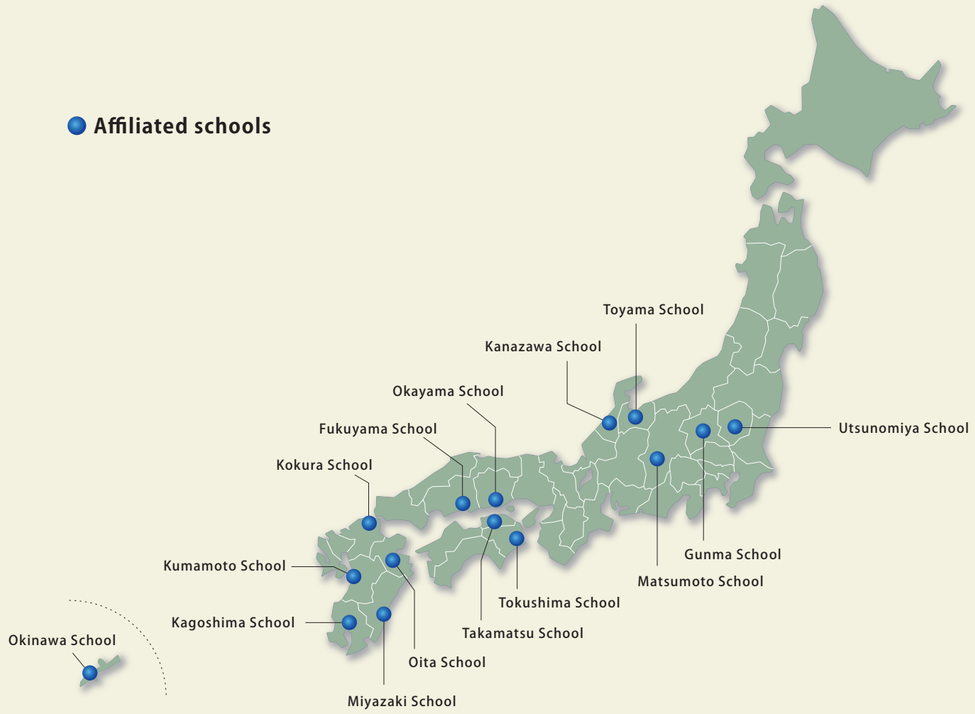
Hiroshima School
Gojinsha Hiroshima Kamiyacho
Buildhing 4F, 11-10 Motomachi,
Naka-ku, Hiroshima City 730-0011
Tel : 082-224-3355



Fukuoka School
Ayasugi Bulding 2F,
1-15-6 Tenjin, Chuo-ku,
Fukuoka City 810-0001
Tel : 092-724-6161

＊Branches 22 schools（As of July, 2014）

TAC'S NATIONWIDE NETWORK



Utsunomiya School
1-2-5 Oodori
Utsunomiya City 320-0811
Tel : 028-600-4855

Gunma School
1-49-1 Furuichi-machi,
Maebashi City 371-0844
Tel : 027-253-5583

Matsumoto School
1-7-1 Jyo-sei,
Matsumoto City 390-0875
Tel : 0263-50-9511

Toyama School
576 Sanga,
Imizu City 939-0341
Tel : 0766-55-5513

Kanazawa School
7-28-1 Yonaizumi-machi,
Kanazawa City 921-8044
Tel : 076-245-7605

Okayama School
6-30 Hon-machi, Kita-ku,
Okayama City 700-0901
Tel : 086-236-0225

Fukuyama School
30-1 Sannomaru-cho,
Fukuyama City 720-0066
Tel : 084-991-0250

Takamatsu School
14-10 Nishinomaru-cho,
Takamatsu City 760-0021
Tel : 087-822-3313

Tokushima School
3-12-7 Terashima-honcho-higashi,
Tokushima City 770-0832
Tel : 088-653-3588

Kokura School
1-1-1 Asano, Kokura-Kita-ku,
Kita-Kyushu 802-0001
Tel : 093-953-7516

Oita School
1-8-5 Kanaike-Minami,
Oita City 870-0839
Tel : 097-546-4777

Kumamoto School
9-29 Suido-cho, Chuo-ku,
Kumamoto City 860-0844
Tel : 096-323-3622

Miyazaki School
2-2-27 Takachiho-dori,
Miyazaki City 880-0812
Tel : 0985-22-6881

Kagoshima School
19-32 Higashisennggoku-cho,
Kagoshima City 892-0842
Tel : 099-239-9523

Okinawa School
44-4 Asato, Naha City
902-0067
Tel : 098-864-2670

＊15 Affiliated schools（As of July, 2014）

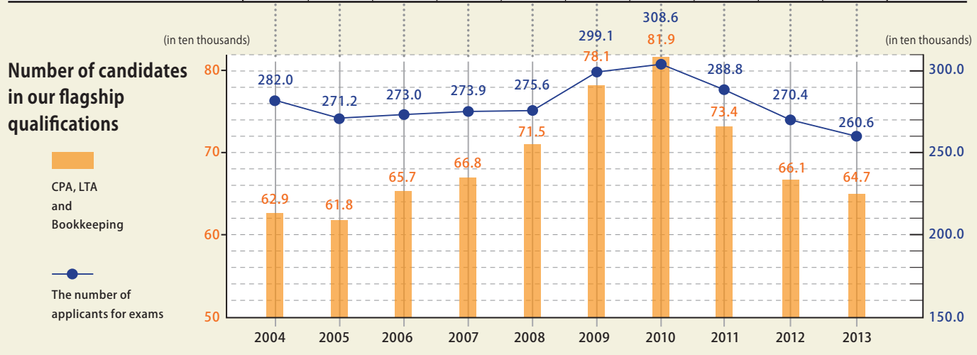
TAC DATA FILE

Number of applicants for exams

(Number of people)

License by area	Number of applicants	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Increase from 2004
Finance & Accounting	Bookkeeping	546,198	535,228	570,466	582,375	631,259	696,977	731,134	651,832	585,003	578,666	105.9%
	Construction Industry Accountant	44,812	37,363	31,499	39,026	30,553	28,753	28,308	20,800	25,124	24,090	53.8%
	Certification Test for Accounting	—	—	—	2,802	6,402	6,304	7,376	8,470	8,420	9,147	326.4%
	Certified Public Accountant	16,310	15,322	20,796	20,926	21,168	21,255	25,648	23,151	17,894	13,224	81.1%
	Sub-total	607,320	587,913	622,761	645,129	689,382	753,289	792,466	704,253	636,441	625,127	102.9%
Management & Taxation	Licensed Tax Accountant	67,347	67,858	66,084	64,706	63,409	62,830	62,995	59,975	58,453	55,332	82.2%
	Small and Medium Enterprise Management Consultant	15,131	13,476	16,595	16,845	17,934	20,054	21,309	21,145	20,210	20,005	132.2%
	Sub-total	82,478	81,334	82,679	81,551	81,343	82,884	84,304	81,120	78,663	75,337	91.3%
Financial Services & Real Estate	Real Estate Appraiser	2,300	2,282	4,605	3,519	3,002	2,835	2,600	2,171	2,003	1,827	79.4%
	Architects and Building Engineer	119,284	108,244	100,508	96,731	110,036	100,743	90,338	80,446	72,798	67,067	56.2%
	Registered Real Estate Transaction Manager	216,830	226,665	240,278	260,633	260,591	241,943	228,214	231,596	236,350	234,588	108.2%
	Condominium Management Consultant	36,307	30,615	25,284	23,093	22,462	21,935	20,348	19,754	18,894	17,700	48.8%
	Registered Condominium Administration Manager	28,642	26,960	24,779	23,790	23,846	24,890	24,129	24,376	22,887	22,052	77.0%
	Securities Analyst	15,324	14,275	18,253	22,926	17,979	19,714	17,673	15,009	13,231	12,835	83.8%
	Financial Planner	217,443	218,529	291,983	317,501	329,797	397,007	432,397	386,806	384,877	368,277	169.4%
	DC Planner	13,052	12,728	10,659	10,997	5,877	5,164	4,905	4,237	3,911	3,716	28.5%
	Sub-total	649,182	640,298	716,349	759,190	773,590	814,231	820,604	764,395	754,951	728,062	112.2%
Law	Bar Examination	49,991	45,885	35,782	28,016	21,994	18,661	16,088	Abolition	—	—	—
	Bar Examination (New)	—	—	2,137	5,280	7,842	9,734	11,127	11,891	11,265	10,315	482.7%
	Law School	24,036	19,859	18,450	15,937	13,138	10,282	8,650	7,829	6,457	5,377	22.4%
	Judicial Scrivener	29,958	31,061	31,878	32,469	33,007	32,558	33,166	31,228	29,379	27,400	91.5%
	Patent Attorney	9,642	9,863	10,060	9,865	10,494	10,384	9,950	8,735	7,930	7,528	78.1%
	Administrative Scrivener	93,923	89,276	88,163	81,710	79,590	83,819	88,651	83,543	75,817	70,896	75.5%
	The Japan Business Law Exam®	39,094	40,747	40,820	38,782	42,935	43,698	43,469	39,946	40,426	40,950	104.7%
	Registered Custom Specialist	13,691	13,268	13,141	13,727	13,267	13,159	12,087	11,760	11,544	11,340	82.8%
	The Proficiency Test in Trading Business	8,718	9,892	10,211	10,126	11,192	11,176	10,930	11,644	13,536	13,102	150.3%
	Intellectual Property Management Skills	5,924	7,520	8,619	12,883	12,294	20,716	13,957	17,847	16,796	17,375	293.3%
	Sub-total	274,977	267,371	259,261	248,795	245,753	254,187	248,075	224,423	213,150	204,283	74.3%
Public & Labor	Certified Social Insurance Labor Consultant	65,215	61,251	59,839	58,542	61,910	67,745	70,648	67,662	66,800	63,640	97.6%
	Annuity advisor	11,404	9,452	8,363	7,650	8,084	10,426	11,962	39,378	35,577	28,003	245.6%
	Public Officer(main career track/regular service)	120,240	114,163	90,549	80,079	76,571	85,140	102,839	103,517	90,261	80,601	67.0%
	Public Officer(local & higher)	67,342	74,012	60,874	59,370	60,346	74,927	90,619	93,506	92,825	92,734	137.7%
	Public Officer(police officers)	96,036	62,639	63,001	58,215	59,783	75,980	75,775	75,855	72,397	65,863	68.6%
	Public Officer(Science)	—	—	10,925	9,512	8,860	11,030	10,655	10,443	9,307	8,968	82.1%
	Teacher's Certificate Exam	146,523	150,399	147,235	150,370	145,603	141,743	148,226	158,571	159,958	159,513	108.9%
	Sub-total	506,760	471,916	440,786	423,738	421,157	466,991	510,724	548,932	527,125	499,322	98.5%
IT & International	IT Specialist	699,928	664,014	608,210	576,893	539,736	613,848	623,596	559,275	488,879	469,446	67.1%
	BATIC®	—	—	—	4,586	5,236	6,417	6,568	6,342	5,330	5,125	111.8%
	Sub-total	699,928	664,014	608,210	581,479	544,972	620,265	630,164	565,617	494,209	474,571	67.8%
Total		2,820,645	2,712,846	2,730,046	2,739,882	2,756,197	2,991,847	3,086,337	2,888,740	2,704,539	2,606,702	92.4%

Number of candidates in our flagship qualifications

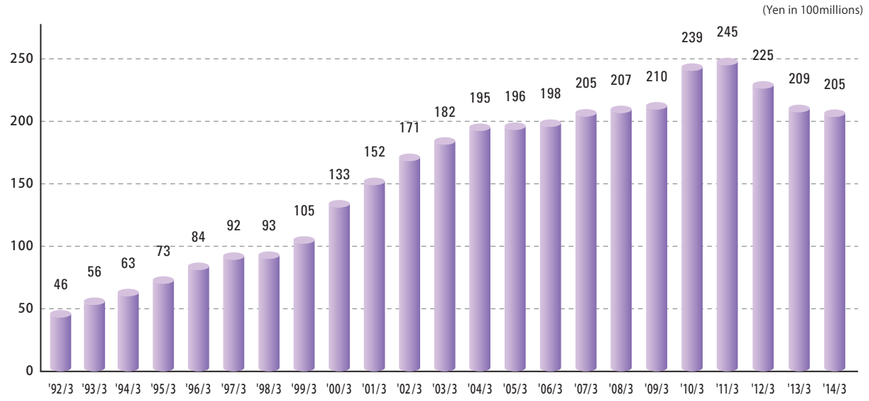


The number of applicants for license examinations over the past 10 years showed a remarkable increase particularly in and after 2008 and hit a record of 3.08 million in 2010. The number then declined to 2.60 million in 2013 and the average number of applicants during the 10 years from 2004 to 2013 was approximately 2.80 million.
While the number of applicants in accounting-related qualifications in 2013 showed a slight decline y-o-y, the number (approximately 650 thousand) was more or less the same as in 2006 and 2007, which was before a sharp rise of number of candidates. This implies that accounting knowledge is not just a temporary boom but is recognized as a common language which is essential in the business field.

TAC DATA FILE

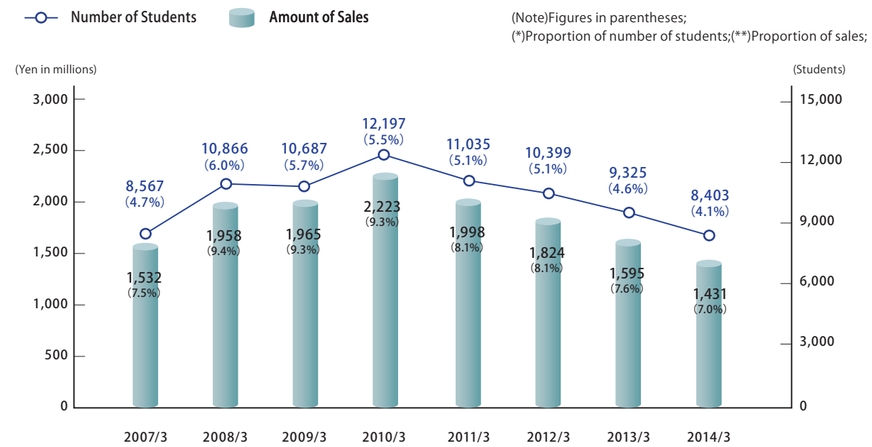
Sales

TAC CO., LTD. (Consolidated Sales for the fiscal year ending March 2014)



TAC provides a broad lineup of products which covers license qualifications that show sales growth under a strong economy as well as a stagnant one and are therefore immune to economic ebbs and flows. As a result, we continued to expand our business and achieved consecutive sales growth for 31 years since foundation in 1980. In FY3/2014 term, profit declined due to overall reduction of the number of candidates taking examinations for license qualifications (ex. Certified Public Accountant, Licensed Tax Accountant, etc.).

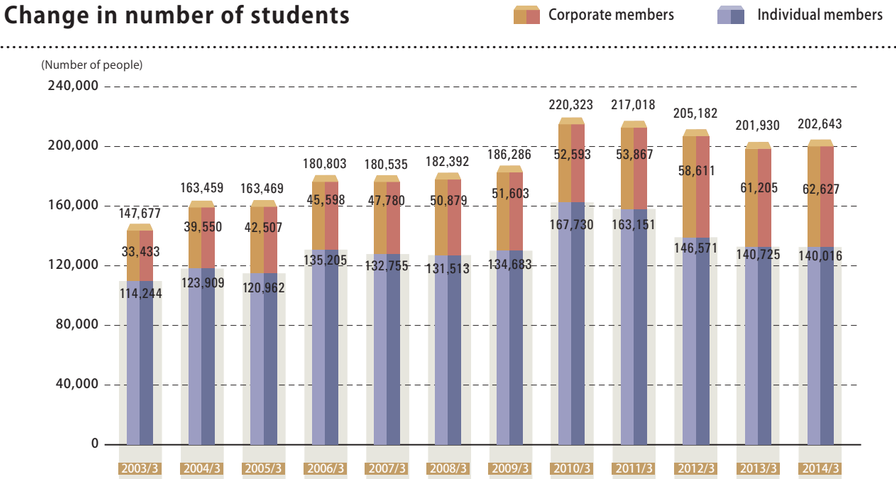
Number of students receiving governmental tuition assistance and amount of relevant sales



The government tuition assistance (GTA) program is supervised by the Health, Labor and Welfare Ministry, which aims to support workers in the development of their individual ability in order to stabilize present employment or to promote their re-employment. Those who meet the qualification requirement for the assistance program through social insurance contributions pre-pay the total amount of tuition. Upon completion of their courses, they are reimbursed a certain percentage of the tuition by the unemployment office ("Hello-work") if they meet attendance and other requirements.

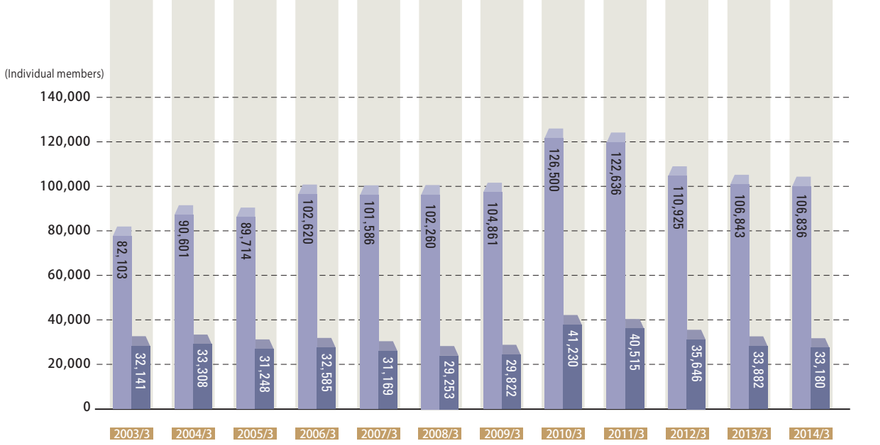
The government tuition assistance program is changed once every few years. Under the current program, the qualification requirement for the program is three years of social insurance contributions, but only 1 year of social insurance contributions for first-time users. The amount of assistance will be 20% of tuition, with the maximum amount set at ¥ 100,000. GTA-related sales for FY3/2014 declined 10.3% over the previous year to ¥ 1,431 million.

Change in number of students



The total number of students increased 0.4% (or 713) y-o-y to 202,643. While the number of individual members in certain courses including Bookkeeping, Public Officers (National Public Employees in the Regular Service and Senior officials of local government) and Condominium Management Consultant increased 14.0%, 15.7% and 20.4%, respectively, CPA, LTA and Certified Social Insurance and Labor Consultant declined 15.7%, 7.1% and 9.3%, respectively, resulting in a slight decline in total numbers y-o-y to 140,016. Meanwhile, the number of corporate students increased 2.3% y-o-y to 62,627.

Number of students by age

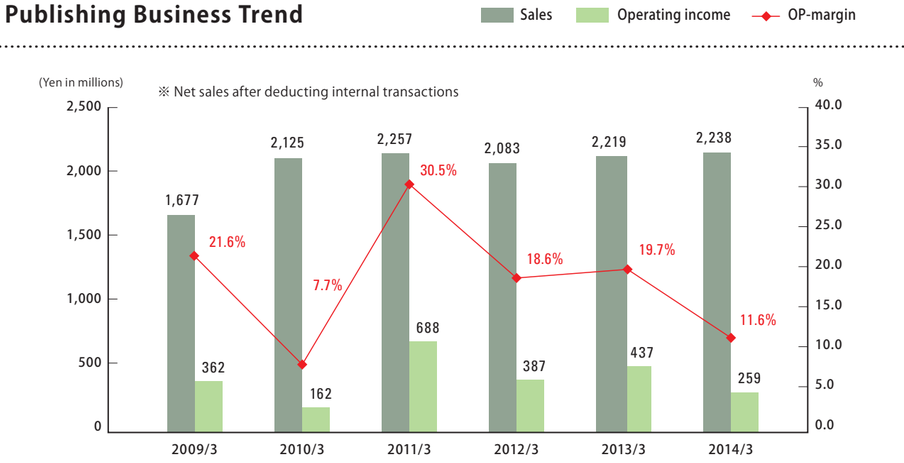


Classifying the students based on age between university students (under 25 yrs.) and students who are currently employed (25 yrs. and up), the latter was 106,836 in the March 2014 term, which remained unchanged over the previous year but increased as much as 30.1% over the March 2003 term. This is attributed to a collapse in Japanese-style management (lifetime employment, seniority system, etc.) due to the failure of a major securities company and regional banks in 1997, causing concerns among working people.

The learning objectives of students have diversified to include not only the acquisition of further skill by working but also in the acquisition of knowledge required to start a business. Meanwhile, university students registrations remained weak and declined 2.1% y-o-y in total. Though Public Officer courses (National Public Employees in the Regular Service and Senior officials of local government) and Bookkeeping increased 10.9% and 8.8%, respectively, CPA and LTA declined as much as 24.3% and 27.1%, respectively.

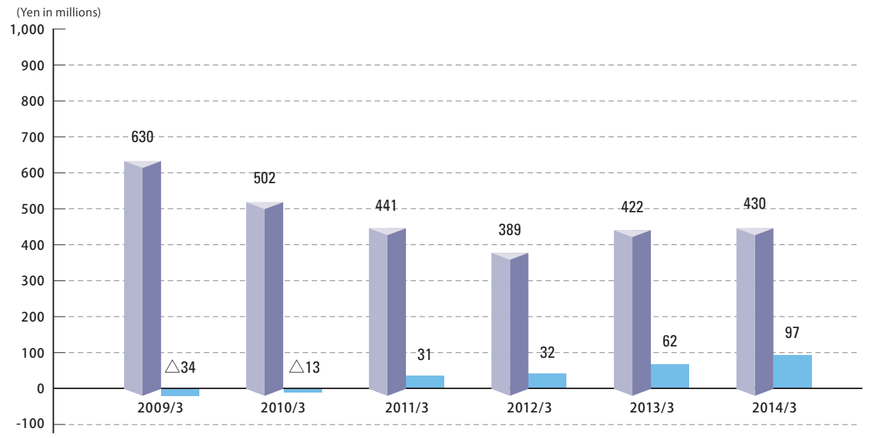
TAC DATA FILE

Publishing Business Trend



We have been proceeding with our business under a dual framework of "TAC Publishing" and Waseda Keiei Publishing's "W Seminar", which is our subsidiary (hereafter referred to as "W Publishing").
In the current fiscal year, TAC Publishing published 452 books (522 in the previous year) and W Publishing published 160 books (169 in the previous year), both reducing their numbers. Sales, however, grew 0.9% y-o-y to ¥2,238 million as a result of our efforts in sales activities including proposal-oriented sales to bookstores, enhancing convenience of our bookselling site "Cyber Bookstore" and building stronger transactional relationship with Amazon. As a result, operating profit declined 40.6% to ¥259 million.

TAC Profession Bank Co.,LTD.



TAC Profession Bank(TPB), our subsidiary, deploys manpower placement, dispatching services and job advertising services.
Events for job seekers in the accounting area held in late August attracted increased attention and four major audit corporations decided to participate, suggesting that the demand is picking up. In the events for job seekers mainly for the successful candidates in Licensed Tax Accountant exam held last winter, the number of tax accountant corporations and other companies participating was at a record high. At the same time, we continued with cost reduction to change our corporate structure to produce more profit. As a result, sales increased 2.0% y-o-y to ¥430 million and operating profit increased 56.7% y-o-y to ¥97 million, achieving sales and profit growth for the second consecutive year.

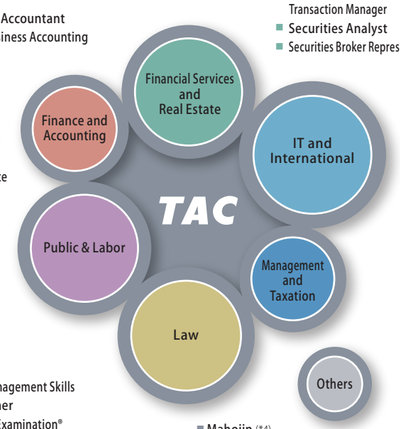
TAC LICENSE COURSES LICENSE GUIDE

License courses

- Certified Public Accountant
- Bookkeeping
- Construction Industry Accountant
- Certification Test for Business Accounting

- Real Estate Appraiser
- Architects and Building Engineers
- Registered Real Estate Transaction Manager
- Securities Analyst
- Securities Broker Representative
- Condominium Management Consultant / Registered Condominium Administration Manager
- Financial Planner
- DC Planner (*1)
- Financial Service Manager
- Courses for Business Professionals

- Certified Social Insurance Labor Consultant
- Annuity advisor
- Mental Health Management® Examination
- National Public Employees in the Main Career Track
- Special Personnel of MOFA
- National Public Employees in the Regular Service & Senior officials of local government
- National Public Officer (science)
- Police officers, Fire dept. officers
- Teacher's Certificate Exam
- Courses for job seekers in mass communications
- Courses for job seekers



- IT Specialist
- U.S. Certified Public Accountant
- EA(Enrolled Agent)
- U.S. Certified Management Accountant
- CIA (Certified Internal Auditor)
- CCSA (Certification in Control Self-Assessment)
- Protection of individual Information
- IT Related (PC, Microsoft Office Specialist (*2))®
- CompTIA® (*3)
- BATIC (Bookkeeping and Accounting Test for International Communication)®
- TOEIC®

- Bar Examination
- Judicial Scrivener
- Patent Attorney
- Intellectual Property Management Skills
- Administrative Scrivener
- The Japan Business Law Examination®
- Registered Customs Specialist
- The Proficiency Test in Trading Business®

- Mahojin (*4)
- TACBOOK
- W-BOOK Others

- Licensed Tax Accountant
- Small and Medium Enterprise Management Consultant
- IPO Practical Skill Examination
- Financial Reporting Practical Skill Examination

*1 DC Planner is a qualification authorized by The Japan Association of Personal Ability Development (JAD) organized by the Ministry of Health, Labor and Welfare.
The exam is implemented by The Japan Association for Education and Development of Defined Contribution Plan which is a member of JAD. DC Planner is a qualification authorized by KINZAI Institute for Financial Affairs, Inc.
*2 Microsoft Office Specialist:A certification program for PC software engineers and end users which is globally recognized as the standard for demonstrating skills with Microsoft Office applications.
*3 CompTIA®: CompTIA (Computing Technology Industry Association) is a non-profit organization established in 1982 with its headquarters located in Illinois, USA. CompTIA provides vendor-neutral IT certification and exams.
It has 10 ranches mainly in the US and in Europe and has more than 4,000 member organization from 118 countries (As of January, 2011)
*4 Mahojin is a tax software developed by Hand Corporation (Osaka, Japan) that enables preparation of tax declaration forms using PCs. TAC, which partners with Hand Corporation for the sales of Mahojin, is a general sales agent in eastern Japan.

Finance and Accounting

Certified Public Accountant

··· Exam Subjects ⇒ Accounting (financial accounting and management accounting), audit, business law, tax law and one subject elected from, business administration, economics, civil law and statistics.

As accounting and financial professionals, certified public accountants (CPA's) play a vital role in the development of an economic society. Systematic and high level knowledge and skill acquired through the preparation process for the qualification exam can be used in audits, exclusive services of CPA's, internal audit operations, MAS (consulting) and other fields.
Society's need of CPA's is increasing in response to potential introduction of IFRS (International Financial Reporting Standards), IPOs (operations to support companies to go public) and M&As, etc. To facilitate healthy development of an increasingly complex economic society, CPA's play a crucial role and its potential is attracting a lot of attention recently.

Bookkeeper

··· Exam Subjects ⇒ Commercial bookkeeping, accounting, industrial bookkeeping, cost accounting (1st grade).

TAC has preparatory courses for the JCCI bookkeeper exams (1st to 3rd grade). Bookkeeping is the basis of all business. Learning about balance sheets and profit and loss statements enables you to judge the business condition of companies. A bookkeeping qualification is an advantage not only for working people but also for students who are finishing school and looking for work that will supplement a personal resume. Recently, there are many working people taking courses to improve their business skills due to the severe economic environment. Bookkeeping qualification exams require a relatively short period of time to pass and are considered the first step for a challenge toward other professional qualifications.

Construction Industry Accountant

··· Exam Subjects ⇒ Cost accounting, financial statements and financial analysis (1st grade).

This qualification was authorized by the Ministry of Land, Infrastructure and Transportation with an objective to disseminate the knowledge of bookkeeping and accounting in the construction industry, including major construction companies, so to improve their capacity to deal with accounting procedures. 1st and 2nd grades of Construction Industry Accounting Processor exam implemented by the Construction Industry Promotion Fund are now implemented as "Construction Industry Accountant" exam upon registration of Construction Industry Promotion Fund as a certified testing organization. Having holders of 1st and 2nd grades in the bidding process for public works adds points to the relevant company, providing an advantage over competitors.

Certification Test for Business Accounting

··· Exam Subjects ⇒(2nd degree) Accounting systems, financial statements including balance sheet and cash flow statement, and analysis of financial statements

The Japan Chamber of Commerce and Industry(JCCI), in order to facilitate the understanding of accounting information and to make use of such skills in actual business, implemented the Certification Exam for Business Accounting. This exam does not place primary focus on bookkeeping knowledge but attaches importance to accounting standards and related laws and regulations and the ability to make appropriate judgments as to financial status and business operating results.

TAC LICENSE COURSES LICENSE GUIDE

Management and Taxation

Licensed Tax Accountant

··· Exam Subjects ⇒ • Requisite subjects: Bookkeeping and financial accounting • 1 subject required to be elected from corporate tax law and income tax law • Inheritance tax law, consumption tax law, liquor tax law, national tax collection law,residence tax, enterprise tax, and property tax.

As experts of taxation and accounting, licensed tax accountants perform tax-related work stipulated by licensed tax accountant law, such as acting as proxies, preparing documents and consulting on tax related matters. Recently, their operations have shifted from traditional-type operations including provision of such services typified as record keeping on behalf of clients, to a more informative service operation. This includes profit planning for clients and computation of tax amounts, etc., which helps clients stabilize their operation and grow. Recently, new systems such as accounting advisors and e-file have been established where licensed tax accountants are expected to take an active role. Such a business environment is very positive for the LTA.

Small and Medium Enterprise Management Consultant

···Exam Subjects ⇒Economics, economic policy, financial accounting, business administration theory, administration, managerial law, development of new business enterprises, managerial information system, management and policy of small and medium enterprise, advisory theory (Part 1 test).

Small and Medium Enterprise Management Consultant(SMEMC) is the only management consultant qualification acknowledged by the government. Through learning, candidates can acquire comprehensive knowledge regarding managerial resources (people, goods, capital and information). Such ability brings about substantial advantage in various stages in his/her career, such as finding employment, changing jobs, starting a private practice, etc., which makes this qualification very popular among working people.

IPO Practical Skill Examination

···Exam Subjects ⇒(Standard) Ethics, social responsibility, system, compliance, practice of preparation for listing

IPO Practical Skill Examination is the only qualification to foster and to certify practical skills required for a business person engaged in IPO operations. The standard exam is targeted at the administrative level and the advanced exam is targeted at the IPO managerial level. The exam covers a wide area as the practice related to IPO requires strict compliance to various laws and regulations. It includes criteria for listing according to the securities market, understanding of the players supporting IPOs, compliance systems including Companies Act and J-SOX, IPO scheduling, corporate governance, measures for internal control systems and internal control reporting systems, preparation of disclosures and listing application documents, understanding of financial accounting and capital policy, etc. It is targeted not only at business people with specific amounts of experience, but also at those willing to find jobs at companies preparing for IPOs. Certification from this test serves as a useful tool in proving skills related to IPO operations. As the number of companies going public is showing a gradual increase y-o-y (48 in 2012 and 58 in 2013), it is expected that this qualification will draw more attention with the recovery of the economy and the securities market.

Financial Reporting Practical Skills Examination

··· Exam Subjects ⇒ (Overview of financial reporting) System of internal control and disclosure related to financial closing and reporting process, etc. and annual schedule, electronic disclosure, IR and voluntary disclosure (Details of financial reporting) Financial Instruments and Exchange Act ···Annual securities report, quarterly report, internal control report Corporate law ···Invitation of shareholders' meetings, business reporting (Consolidation) Financial reports. Timely disclosure ··· Financial results report, quarterly report, corporate governance report, etc.

The Financial Reporting Practical Skills Examination is a new qualification with the intention of improving the skills of personnel engaged in the practice of financial reporting and disclosure. It covers not only preparation of financial documents related to three disclosure systems (timely disclosure pursuant to Financial Instruments and Exchange Act, Corporate Law and securities exchange) but also very practical skills including electronic disclosure, schedule for financial reporting, preparation of supporting documents, etc. It does not deliver pass/fail results but determines proficiency levels (advanced, standard and basic) according to achieved scores and is an ideal tool for training in accounting / treasury departments. It is often the case with listed SME's that only one person handles practices related to disclosure, in which case problems are apt to occur when the person in charge falls ill or retires from his/her job. This examination, which is effectively designed, allows personnel with no expert knowledge in financial reporting to understand the whole picture in a short period of time. As Japanese Stewardship Code was established, there is heightening awareness to fulfil financial accountability to investors. In this sense, this exam is drawing a lot of attention.

Financial Services and Real Estate

Real Estate Appraiser

··· Exam Subjects ⇒ Civil law, administrative legislation, economics, accounting, appraisal theory.

Real estate appraisers are experts and carry the highest qualification related to real estate in Japan. They calculate the fair value of real estate using a theoretical base and factual data. With the drastic changes in the real estate environment, real estate appraisers are also drawing attention in the area of finance, accounting and law due to heightening needs of appraisal and analysis of real estates; Services that can be provided exclusively by real estate appraisers. As a result, the testing system was revised to include a complete elimination of qualifications for taking the exam starting in 2006 so to provide a wide range of people with a business opportunity in the real estate area. Responding to rapid developments in the market for securitized real estate, the "Points to Consider in Real Estate Appraisal Standard and its Operation" was revised in 2007, 2009 and in 2010. We see heightening importance of this qualification.

Architects and Building Engineers

··· Exam Subjects ⇒ Class-1 architects (Academic subjects) Planning, environment and facilities, regulation, structure and construction(Drafting & design) Creation of drawing based on the theme and description of key points of the plan Class-2 architects (Academic subjects) Planning, regulation, structure and construction

Architects assume a role of designing architectural structure based on requests of the clients and are responsible to confirm if the construction process is making progress as planned in the drawing until the completion. They have a huge responsibility as they are deeply involved with protection of human lives and property. As coverage of work of class-2 architects applies to most parts of wooden residence, this license is indispensable for residential design. And class-1 architects cover almost all kinds of structures in their scope of work. Creating architectural structures necessary for people's living which remain for several decades is not only of great significance but also is challenging task. The role of architects will be increasing important as we strive to recreate infrastructure for recovery from the Great Earthquake and as we are becoming closer to Tokyo Olympic Games.

Registered Real Estate Transaction Manager

··· Exam Subjects ⇒ Building lots and buildings transaction business law, civil law, statutory limitation, other related issues.

Known as "Takken", which is a national qualification considered as a requisite to work in the real estate industry, registered real estate transaction managers are granted the exclusive right in real estate transactions and at least one registered estate transaction manager is required to be assigned per every 5 employees. Many candidates take this exam to improve their careers, for self-enlightenment and also as a first step to challenge other law-related qualifications. Responding to heightening needs from financial industry where real estate transactions are often involved, more than 200 thousand applicants take this exam every year.

Condominiums Management Consultant/ Registered Condominium Administration Manager

··· Exam Subjects ⇒ (Condominiums Management Consultant) Legal practice for management of condominiums, smooth administration of administrative unions of condominiums, character and structure and utilities of buildings and fixtures, regulations related to promotion of appropriate management of condominiums (registered condominium administration manager) Consignment contract of management matters, accounting of administrative unions, planning and adjustment for implementation of maintenance and repair of fixtures, regulations related to promotion of appropriate management of condominiums, implementation of other administrative matters.

This license qualification started upon enforcement of the "Act on Advancement of Proper Condominium Management" which became effective on August 1, 2002. Condominium management consultants are expected to give professional advice and supervise administrative unions composed of owners of condominiums and individual residents concerning administration and management of the union or troubles with residency. In other words, they are expert consultants for condominiums. Their task is to provide explanations on important matters related to entrusted management operations and contracts. It is mandatory for management agencies of condominiums to have more than one registered condominium administration manager per 30 unions and this qualification is a requisite qualification in the relevant industry.

Securities Analyst

··· Exam Subjects ⇒ Securities analysis and portfolio management, financial analysis, economics (Part 1).

A Securities Analyst is a financial expert in the field of securities investment. They analyze and evaluate securities, provide professional services for asset management and take part in the investment decision-making process. This qualification has rapidly widened its area in the field of financing due to financial deregulation and the adoption of global strategies. The license is experiencing growing demand not only for securities companies but also for banks, trust banks, life/non-life insurance companies, investment trusts, trading companies and consulting firms. Know-how required to exercise leadership in financial markets can be obtained through this qualification. Securities analysts will attract further attention as "financial specialists" actively participating in business beyond the bounds of securities.

Securities Broker Representative

··· Exam subjects ⇒ (Laws, ministerial ordinances and various rules) Financial Instruments and Exchange Law and the related rules, laws related to investment trust and investment corporations and related rules, Articles of incorporation and rules of association and stock exchange (Commodity-related operations) Operations related to stocks, bonds, investment trusts and investment corporations (Related subjects) Outline of Company Law, basic knowledge of economics and finance, financial statements and corporate analysis, securities taxation systems,etc.

Securities Broker Representative is a qualification that is a prerequisite for those engaged in the sale of securities (stocks and bonds) and insoliciting customers at securities companies and financial institutions. In recent years, securities investment is attracting attention as an effective alternative for asset management. As a result, the importance of securities broker representatives is growing. It not only provides a valuable opportunity to find employment in financial institutions but is also a first step toward future studies of finance-related qualifications.

Financial Planner

··· Exam Subjects ⇒ FP basic, financial asset management planning, real estate management planning, life planning, retirement planning, risk and insurance, tax planning, inheritance succession planning (AFP).

FP designs comprehensive financial life plans for clients based on the data of clients' family structure, income and expenditure and property status and supports them to implement a plan and to achieve the objective of the plan. With the cooperation of lawyers, licensed tax accountants and specialists in insurance and real estate, FP gives advice in clear terms to clients so to achieve their objectives. There has been an increasing number of candidates studying for this qualification as a way to improve their own household financial management. FP includes AFP and CFP® authorized by the Japan FP Association and FP expert (1st and 2nd grades) which is a national qualification.

DC Planner

··· Exam Subjects ⇒(Area A) Pension plan and retirement benefit of Japan (Area B) Defined contribution pension plan (Area C) Knowledge investment (Area D) Life planning and retirement planning

After the full-fledged introduction of defined contribution pension plans, individuals have to take responsibility for their own asset management. DC planners provide guidance regarding investment education and consulting service, etc. to employees of companies introducing defined contribution pension plans and to other individuals. DC planners are "experts in corporate pension plans" and have in-depth knowledge not only in defined contribution pension plans but also in the pension system in general, including investment and life planning.

Financial Services Manager

··· Exam subjects → (1) Related regulations (2) Regulations and practice related to loan and related transactions (3) Protection of persons seeking funds (4) Finance and accounting

A money lender should assign a specified number of Financial Services Managers with proper knowledge and ability to protect the interests of users (persons seeking funds). Financial Service Managers should also give the necessary advice or guidance to the money lender's employees and other workers who engage in money lending operations at the business office or other offices.

Courses for Business Professionals

··· Courses ⇒ Accounting & financing area: Legal and compliance area

In the sophisticated and diversified business environment, it is essential for business people to be armed with the capability to plan and promote business / projects and to handle any business situation. Actual business people impart valuable knowledge and skill in strategic and practical business. This educational course, which is available to be tailored to different needs of companies, is adopted by many as a corporate training program.

TAC LICENSE COURSES LICENSE GUIDE

Law

Bar Examination

··· Exam Subjects (under revised testing) ⇒ MC exam: Public law (Constitution, Administrative Law) / Civil Affairs (Civil Law, Business Law, Civil Procedure Code) / Criminal Affairs (Criminal Law, Criminal Procedure Code)Essay exam: Public Law (Constitution, Administrative Law) / Civil Affairs (Civil Law, Business Law, Civil Procedure Code) / Criminal Affairs (Criminal Law, Criminal Procedure Code) Elective Subjects: 1 subject elected from Bankruptcy Law, Tax Law, Economic Law, Intellectual Property Law, Labor Law, Environmental Law, International Relations Law (public / private)

The revised bar exam judges whether candidates possess knowledge and practical ability required for the legal profession (judges, prosecutors and lawyers) and basically graduates of law schools are qualified to take the exam. But a "preliminary exam" started in 2011. If a candidate passes the preliminary exam, he/she becomes qualified to take the revised bar exam without going to law school. Under the revised testing system, candidates have two options; taking the exam after graduating from law school or after passing the preliminary exam. The importance of the legal profession is expected to increase in the changing social environment.

Judicial Scrivener

··· Exam Subjects ⇒ Witten exam: Constitution, Civil Law, Criminal Law, Business Law, Civil Procedure Code, Civil Preservation Act, Civil Execution Act, Judicial Scrivener Act, Deposit Act, Immovable Property Registration Act, Commercial Registration Act,Oral exam covers required knowledge for the practice of judicial scrivener including Immovable Property Registration Act, Commercial Registration Act, Judicial Scrivener Act, etc.

Legal services provided by judicial scriveners cover registration (real estate and commercial) as well preparing various documents (complaint, written accusation, etc.) to be filed with courts and the prosecutor's office and providing legal advice (real estate transaction, inheritance, formation of companies, etc.). Due to revision of Judicial Scrivener Law in 2002, judicial scriveners completing special training and passing the accreditation exam of procedural attorney for small claims are authorized to serve as procedural attorneys at summary court (amount of award less than ¥1.4M). Judicial scriveners taking an active role in the adult guardianship system are drawing increased attention recently as legal professionals that support people's everyday lives.

Patent Attorney

··· Exam Subjects ⇒ MC exam: Laws and ordinances regarding industrial property (patent, utility model, design and trademark), treaty regarding industrial property, Copyright Act and Act Against Unfair Competition(Essay exam) (Required) Laws and ordinances regarding industrial property (Selective) 1 subject selected from science & engineering I – V and law(Interview exam) Laws and ordinances regarding industrial property.

A patent attorney is an expert in intellectual property who represents clients in obtaining rights and in legal disputes. Subject to undergoing specific training and passing the completion exam, the patent attorney is authorized to act as a procedural attorney in infringement of patents and lawsuits jointly with an attorney. There are no requirements for taking the patent attorney exam and the exam is implemented in the order of MC exam, essay exam (required and selective subjects) and oral exam. A candidate may be exempt from certain subjects if he/she meets certain conditions. TAC's program provides various courses from entry level to advanced level for those already completing the basic part.

Intellectual Property Management Skills

··· Exam Subjects ⇒ Patent, utility model, design, trademark, copyright, other (Unfair Competition Prevention Act, Anti-Monopoly Act, Plant Variety Protection and Seed Act, etc.)

This qualification started in October 2007 under the initiative of Health, Labor and Welfare Ministry. Japan aims to become an intellectual property-oriented nation by protecting and utilizing research results and creative activities as "intellectual property" in a strategic manner to enhance industrial competitiveness. We see increasing importance to acquire skills related to intellectual property.
This qualification has 3 stages ranging from 3rd grade (basic) to 1st grade which covers high level knowledge required for global practice, which is an ideal tool for expanding knowledge in intellectual property.

Administrative Scrivener

··· Exam Subjects ⇒ (Multiple choice) Legal subjects (Constitution, civil law, administrative law, administrative scrivener law, other law), general culture. (Essay exam) Legal subjects (Civil law and administrative law)

Most of the work of administrative scriveners is related to presenting documents to public offices, preparing documents related to rights, obligation representation and performing legal procedures on behalf of clients. In the heightening awareness toward compliance, not only corporations but also individuals show considerable interest in legal matters. Administrative scriveners are expected to play a significant role as "the legal specialist of the town", providing various services, including legal and management consulting to corporations and will and inheritance-related affairs for individuals. The testing system was revised to cope with the diversified roles assumed by administrative scriveners and the content of the exam not only covers knowledge of related regulations but also attaches further importance to ability to understand and think in the legal area.The administrative scrivener exam covers laws and ministerial ordinances as well as a broad range of general culture. Accordingly, many people take this examination as part of a self-enlightenment process. As its exam coverage overlaps with the public officer exam and other law-related qualifications, the Administrative Scrivener exam is also recommended to candidates studying for the above qualifications as it imposes relatively less of a burden.

The Japan Business Law Examination®

··· Exam Subjects ⇒Civil Law, Business Law, Corporate Law and other knowledge concerning legal practice (Civil Procedure Law, Unfair Competition Prevention Law, Copyright Act, etc.)

It is an urgent issue to develop human resources capable to appropriately cope with legal trouble which may occur in any corporate department. The Japan Business Law Examination was started by the Tokyo Chamber of Commerce and Industry in 1998 to meet such needs. This qualification is viewed as an " accreditation criteria for the legal knowledge required in business practice". It is attracting the attention of working people and college students in job hunting endeavors who seek to acquire specialized knowledge and the skill required to build a structure of "compliance". The exam is divided into 3 categories which cover basic legal knowledge (3rd grade) and knowledge required for judgment and responses in complicated situations (1st grade).

Registered Customs Specialist

··· Exam Subjects ⇒Customs broker law, Customs law, Customs clearing business.

A Registered Customs Specialist, which is the only national qualification related to the trade industry, is an expert in handling export and import procedures. Customs brokers (companies engaged in international logistics, warehousing, shipping, manufacturing, etc.) are legally required to have at least 1 registered customs specialist per office and are required to have this specialist examine application forms prior to submission. Registered Customs Specialist can also use their skills in the trading section of logistics companies, trading companies, banks, etc. The value of this qualification is expected to grow in line with Japan's trading activities.

The Proficiency Test in Trading Business®

··· Exam subjects → (C grade) Trading business, Business English (B grade) Trading business, Trade and Marketing, Business English.

This qualification measures and gives accreditation to practical skill and knowledge in the area of trade including marketing, negotiations, contracts, payments, letters of credit, claims, etc. In some companies (trading companies and manufacturers, etc.), it is required for the employees to acquire a certain grade in this qualification according to service years. The knowledge acquired through learning for this qualification can be applied to a wide range of business leading to a great deal of opportunity in the business world. It is an especially effective qualification for those who are considering finding employment in trading companies, especially those who are interested in import businesses and those who want to be recognized as global business persons.
* "The proficiency Test in Trading Business®" is a registered trademark of Maunharf Japan Corporation.

Public & Labor

Certified Social Insurance Labor Consultant

··· Exam Subjects ⇒ (Labor related) Labor standards law, industrial safety and health law, workmen's accident compensation insurance law, employment insurance law, labor insurance collection law, general knowledge related to labor including labor management (Social insurance related) Health Insurance Act, welfare pension insurance law, national pension law, general knowledge related to social insurance.

The three pillars of the operations of Certified Social Insurance Labor Consultants include preparing documents related to health care insurance, employee's pension, presenting documents to public offices on behalf of companies and consultancy concerning general labor and personnel affairs, including establishment of employment regulation and wage regulation. In a diversifying labor environment and a rapidly aging work force, there is an increasing tendency to outsource work related to general affairs and personnel affairs for the optimal use of human resources with the right skills. Accordingly, Certified Social Insurance Labor Consultants are required to have not only a thorough knowledge regarding labor regulations but also the ability to consult on managerial problems from a labor point of view and to give advice on improvements. The number of candidates for this exam exceeds 50,000 every year and the designation has been increasingly gaining the reputation as "professional in pension issues" in the heightening concern over pensions.

Annuity Advisor

Annuity adviser is a license qualification implemented by the Association for Banking Business Proficiency Test to evaluate the skills required to give appropriate advice and instructions on pension matters. Through this exam, you can acquire broad knowledge which covers history of pension system, types and requirement of pension benefits, calculation methods for the of amount of pensions. Other than those engaged in advisory service regarding pension in financial institutions, etc., this qualification is highly recommended for those who want to enlighten themselves as well as those seeking to acquire knowledge about pensions. If combined with other qualifications such as Certified Social Insurance and Labor Consultant and Financial Planner, etc., it is expected that diversifying customers' needs will be addressed more efficiently.

Mental Health Management® Examination

In the workplace it is important to prevent mental disorder and to create a safe and healthy environment. Mental Health Management® Examination is a qualification sponsored by Osaka Chamber of Commerce which aims at learning mental health care in the workplace.
Nowadays a lot of people feel stress and anxiety in the workplace. The knowledge acquired in this exam benefits not only staff in the personnel department and supervisors/managers, but also employees in general. Combined with the qualification of Certified Social Insurance and Labor Consultant, you can enhance your job career including the consultation area and opportunity to give lectures and seminars.

National Public Employees in the Main Career Track

··· Exam Subjects ⇒ Basic ability test, specialist exam (MC and essay), policy discussion exam, interview

National Public Employees in the Main Career Track are generally called "elite bureaucrats" who are employed to assume the essential role in the central government ministries. They walk the career track from the early stage and they expand their experience in various areas through frequent personnel transfer. The pace of their promotion is very fast and they are supposed to take the essential role in the central government ministries such as policy planning, drawing up bills, budget formation, etc. They first take a multiple choice exam (Basic ability and specialist knowledge) in the 1st phase and then take an essay exam (specialist area and policy) and interview test. Those who have passed the 2nd phase exam visit ministries to get formerly hired.

Special Personnel of MOFA

··· Exam Subjects ⇒ Basic ability test, specialist exam, foreign language exam, essay on current affairs, interview

Diplomats assume an important role in protecting the national interests of Japan in the global society. Specialist Personnel of the MOFA assume the special role as experts in the area of language and area study at the forefront of diplomacy. Specialist Personnel of the MOFA, who are experts of a specific language, usually go back and forth between the diplomatic establishments in the countries where such a language is the main language and MOFA in Tokyo every few years. The exam area includes liberal arts and specialist knowledge in addition to foreign language. After passing the exam, they participate in training programs abroad for 2 to 3 years (mainly studying at foreign universities).

National Public Employees in the Regular Service & Senior officials of local government

··· Exam Subjects ⇒ Liberal arts, specialist exam, essay exam, interview, etc.

Exam for Senior officials of local government generally refer to the employment exams of prefectures and city governments for university grads. Candidates passing the exam assume various roles in local governments including welfare, education, environment, industrial promotion in the local governments. Meanwhile, the exam for National Public Employees in the Regular Service (for university grads) is one of the most popular exams for national public employees. Those passing the exam assume the supportive role and execution of policy planning in the central ministries and at central government regional offices. Both exams have become very popular recently as they started to actively employ not only recent grads but also working people.

National Public Officer (science)

··· Exam Subjects ⇒ Liberal arts, specialist exam, essay exam, interview, etc.

Officials in the engineering area refer to those, whether national public employees or local government employees, employed as science-oriented specialists of certain areas such as civil engineering, construction, IT, etc. Main employers are national ministries such as Ministry of Land, Infrastructure, Transport and Tourism, National Police Agency, etc. and local governments such as prefectural governments, city governments, etc. While the government is committed to take measures nationwide (creation of IT standard and promotion of environmental policy, etc.), local governments proceed with development of local areas in cooperation with citizens such as enhancement of schools and hospitals, maintenance / management of public facilities. Exam subjects include liberal arts which is common to general employees in addition to specialist skills depending on job categories.

Police officers, Fire dept. officers

··· Exam Subjects ⇒ Liberal arts, essay exam, interview, physical test, etc.

Police officers and firefighters are public officers who protect public safety such as people's lives and properties. Employment exams of Police Officers are implemented by prefectural governments. And the exams of firefighters are implemented by municipal governments excluding Tokyo where Tokyo Fire Department recruits their own staff. In the exam, other than liberal arts, essay and interviews, physical tests are implemented to measure physical strength. Candidates passing the exam undergo training programs at police school or fire academy for about 6 months. Sufficient measures for the exam are required as the competition is increasing with a growing number of candidates having a strong sense of duty.

Teacher's Certificate Exam

··· Exam subjects → Liberal arts, General culture, Specialty area, Essay exam, Interview, Practical exam

It is widely known as "teacher's exams" but it is official called "Employment examination to select public school teachers". It is implemented by the Board of Education for each prefecture and government-decreed cities. Those passing the exam are qualified as "candidates to be employed as teachers". They are enrolled on the list of candidates and employed accordingly.
Teacher's exams apply to those who want to teach at elementary school, junior high school, high school, schools for the disabled. There are approximately 170 thousand candidates nationwide. Recently there is a tendency to reconsider the significance of school education which attaches further importance to teachers' personal qualities. Accordingly, the importance of tests to measure "personal qualities" are increasing, in addition to the usual written exam.

TAC LICENSE COURSES LICENSE GUIDE

Courses for Job Seekers in Mass Communications

Other than preparation of entry-sheets, written exams and interviews, mass communication companies implement unique exams to measure creative ability and emphasis placed on essays, etc. Many of them hire very few recruits thus it is essential to start preparation for employment exams at an early stage to get an official employment offer. In this course, highly-motivated students seeking employment in mass-communication companies compete with each other in a positive manner and enhance their abilities. Instructors of these courses are the persons currently active in the mass communications industry who can provide firsthand information of the industry and about what kind of manpower they want to employ.

Courses for Job Seekers

For university students graduating in 2016, commencement of PR activities was delayed from December to August of the following year. It is necessary for them to be prepared even better than before in order to get an official offer from companies. In these courses, instructors who have experience to work as recruitment staff will provide practical support to the student which can be used in various areas. Students are also given opportunities to reflect on themselves the fundamental meaning of job hunting activities such as "real meaning or work", "awareness as a member of society", etc. so as to avoid mismatching between the students and the companies after they have started their career.

IT and International

IT Specialist

··· Exam categories ⇒IT passport, fundamental information engineer exam (FE), applied information engineer exam (AP), network specialist, database specialist, embedded system specialist, IT strategist, system architect, project manager, IT service manager, system audit engineer

The IT specialist exam is the only IT-related national qualification certified by the Ministry of Economy, Trade and Industry with approximately 300,000 people taking this exam per year. The accumulated number of successful candidates as of the end of 2013 was over 2 million. With the rapid dissemination of IT into every industry and economic activities to be regarded as core technology, human resources equipped with highly sophisticated IT skills capable to utilize IT in a strategic manner are required both in IT industries and IT users industries. Under these circumstances, IT specialist exam is recognized among those involved in the IT industry as a useful tool to measure IT skills in an objective manner covering introductory level to expert and comprehensive level.

U.S. Certified Public Accountant

··· Exam Subjects ⇒Auditing & Attestation, Financial Accounting & Reporting, Regulation and Business Environment & Concepts

The internationalization of accounting standards has been gaining traction due to the acceleration of business on a global scale. Mastery of accounting in English and having knowledge related to US accounting standards have become prerequisites due to the great influence that the US standard has over the evolving international accounting standard. Successful candidates on the US CPA exam, who have extensive knowledge of English, US tax law and US business law are expected to play a significant role not only in accounting and tax-related operations, but also in internal control-related matters, consulting services and support operations for M&As, evaluation of corporate value and support for introducing international accounting standards. US CPA has four exam subjects. Candidates are allowed to take the exam up to four times per year and are allowed temporary credit for each subject passed. So, it is possible for candidates to prepare for the exam while also pursuing their career. The exam started to be offered in Japan in 2011 (Tokyo and Osaka), thus attracting further attention.

Enrolled Agent (EA)

··· Exam subjects → Federal individual income tax law, Federal inheritance tax law, Corporate tax law, Tax accounting service and Various procedures

Enrolled Agents (EA) have the privilege of representing taxpayers before the Internal Revenue Service in the US. The EA is also very effective for careers in the areas of international taxation and management consulting. In the globalized world economy demand of businesspersons that possess English language skill and taxation knowledge is increasing each year. In the US, registration systems for tax accounting services is starting and it is expected that the importance of Enrolled Agent will further increase. The Enrolled Agent exam is composed of three subjects and candidates are allowed temporary credit for each subject passed. There are no eligibility requirements for the exam and any person who is 18 years old and over can take the exam. It is possible to pass all three subjects with a preparation period of 6 month to one year. Having temporary credit for one subject will be a major advantage for your career and you can learn not only individual tax but also corporate tax law, which will be useful to your business practices.

U.S. Certified Management Accountant

··· Exam subjects → Financial planning, Performance management and control, Financial decision making

Certified Management Accountant (US CMA) is referred to as one of the two major license qualifications, along with Certified Public Accountant (US CPA). In the globalized world economy demand of businesspersons that possess English language skill and high business skill is increasing each year. Deregulation is underway in many industries making the competition even harsher and business managers are forced to make difficult business judgments. In such a tough business environment, it is expected that the importance of management consulting and in-house management consulting will grow.
The Certified Management Accountant exam is made up of two subjects and candidates are allowed temporary credit for each subject passed. It is possible to pass both subjects with a preparation period of 3 month to 9 months. Having temporary credit for one subject will be a big advantage for your career and you can learn broad expertise that any business person should possess.

CIA (Certified Internal Auditor)

··· Exam Subjects ⇒ Basics and practical operations of internal audit and other related knowledge

CIA (Certified Internal Auditor) is an international qualification for internal auditors and is overseen by the Institute of Internal Auditors (IIA) in the US and some 190 other countries. In spite of being an international qualification, candidates can take this exam in Japan in Japanese. Credit is recognized for each subject passed and candidates can decide the order of exams. Certified Internal Auditor has recently increased in recognition on the back of recent corporate scandals.

CCSA (Certification in Control Self-Assessment)

··· Exam Subjects ⇒ CSA, identification and evaluation of risk, theory and operation of control, etc.

CCSA is an international qualification certified by IIA (Institute of Internal Auditors) as well as CIA (Certified Internal Auditor). In Japan, CSA (control self-assessment) is drawing a lot of attention as a tool used by management and internal auditors to evaluate business processes and internal controls and to inform and disseminate business objectives and internal controls within the organization. There is an increasing number of candidates preparing for this exam in parallel with CIA as the scope of the exams has much in common. This exam can be taken in Japan which imposes less of a burden.

Protection of Individual Information

··· Exam subjects → Task I: General theory of Private Information Protection (PIP) Law (understanding of PIP Law) Task II: Measures for PIP (risk analysis, in-house and personal security, etc.)

In response to repeated cases of private information leaks, this qualification is drawing a lot of attention from corporations and individuals dealing with personal information. Once information is leaked, considerable risk occurs, including the risk of litigation and loss of reputation, therefore appropriate management of personal information is required in terms of risk management. Many leading companies recommend this qualification as it is difficult to measure the achievement made in group learning. After passing this exam, you can include this qualification not only on your name cards but also on your resume. It is an useful qualification not only for working people but also for university students.

PC School

TAC PC Schools provides a broad range of courses covering beginners' level (Word, Excel, etc.) to advanced level (Microsoft Office Specialist (MOS)). TAC also provides "JAVA programming" courses and "accounting software training courses for beginners", in which students can learn accounting practices through the use of accounting software.

CompTIA®

With the heightening potential of IT specialists, required skills are diversifying. TAC started providing educational courses for CompTIA (Computing Technology Industry Association) certification programs, which are recognized as an international standard to foster IT specialists for the first time in Japan. Exam categories implemented by CompTIA include A+ (ability to establish environment for PC hardware and software), Network+ (standard network technology and problem-solving skills), Server+ (skills for embedding and setting hardware on PC server and problem-solving skills), Security+ (standard test for information security, which is recently attracting attention), CDIA+ (professional skills required in the documentation industry, such as document management and consulting), Project+ (effective management skills required throughout the entire process of a project). CompTIA is steadily filtering into corporate training programs. The CompTIA Strata IT Fundamentals series certificate released for IT users is increasingly used by non-IT companies and schools as a standard to measure IT literacy of students and corporate users.

BATIC®

(Bookkeeping and Accounting Test for International Communication) ®

··· Exam Subjects ⇒ English accounting (Subject 1: 400 points), international accounting theory (Subject 2: 600 points) Total 1,000 points

With progress of Japanese accounting standards toward integration into the international accounting standards, it is the aim of BATIC® to foster human resources who have thorough knowledge in both standards and who serve as a bridge in international business. The number of candidates has increased recently. This brings about a valuable opportunity to master accounting in English which is the global business language. The exam is held twice a year (July and December) and it is recommended to those who have studied Japanese accounting and those who plan to take the US CPA exam in the future.

TOEIC®

··· Exam Subjects ⇒ Total score: 990 points. Listening exam (5-495 points) Reading exam (5-495 points)

TOEIC® (Test of English for International Communication) is a universal English language test designed specifically to measure the everyday English skills of people working in an international environment. It is widely recognized with the number of candidates exceeding 2.3million per year in Japan. With the heightened need for English proficiency in globalization, the importance of the TOEIC® test will become higher than ever.

Information

Get useful information for license acquisition in "TACNEWS"

TAC has been transmitting a variety of information to students since its establishment in 1981. Hiroaki Saito, President and CEO of TAC writes heart-warming essays as well as "TAC Interview-interview with various celebrities in the accounting" and"Clinic for the agonies of life" in TACNEWS. You can also get advice from TAC instructors and timely information from TAC Profession Bank, all of which will motivate candidates. TACNEWS will continue to extend effective support for those aiming to acquire license qualifications.



BUSINESS SEGMENT

SEGMENT OVERVIEW

Educational services which are always new and a system which produces top quality teachers

TAC's basic business strategy is to increase the percentage of TAC students within the overall number of successful candidates in any respective license with an aim toward gaining first or second position in the relevant license by offering the best educational service and excellent teachers. There are two aspects to TAC's system which competitors entering the educational market cannot follow. First, TAC dares to drastically revise educational materials every year, not only to reflect legal changes or tax revisions, but also in pursuit of even better quality without sticking to what TAC has already created. Secondly, TAC has established a cycle for choosing, based on excellence, students who are fit to be teachers. We train them to be excellent teachers through on-the-job-training provided by senior teachers.
The source of TAC's competitive edge is educational service of the best quality provided by teachers of the best quality, which is supported by an effective program structure and a well-developed service system for students. TAC has a thorough system for students to acquire licenses in the most efficient manner.

Synergy in educational services to quickly respond to new licenses

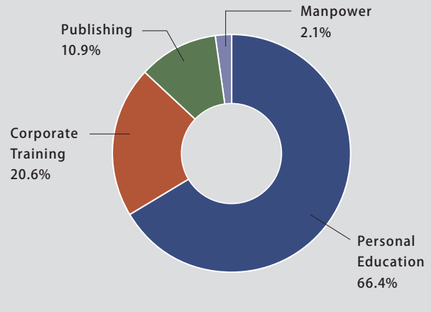
In a society which is becoming increasingly complex, new qualifications are being created for highly specialized tasks. TAC, which covers almost all the fields of social sciences, having a mutual synergistic effect, can quickly respond to new licenses and design appropriate educational programs by taking advantage of a variety of educational materials and teachers used for similar subjects in other license courses.

Offering only the best educational service is the source of TAC's competitive advantage

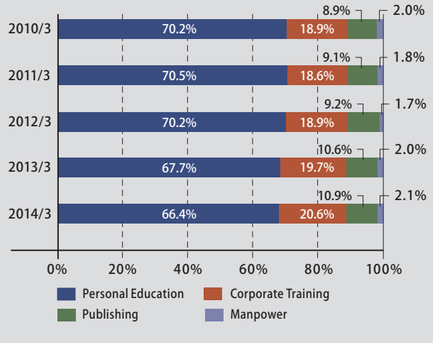
TAC has four business segments: Personal Education, Corporate Training, Publishing and Manpower Business

The Personal Education segment deals with operating preparatory courses for individuals challenging various license exams. The Corporate Training segment provides training programs for acquisition of qualifications, work training for acquisition of specialized knowledge and skills, as well as, various educational materials to corporations, universities, colleges, accountancy firms and other organizations. The Publishing segment promotes publishing of textbooks for license qualifications under a dual framework of "TAC Publishing" and Waseda Keiei Publishing's "W Seminar". The Manpower Business (manpower dispatching, placement and advertisement) is assumed by TAC Profession Bank (TPB), which is a wholly-owned subsidiary of TAC.

Breakdown of Sales By Segments (As of March, 2014)



Ratio By Segments (As of March, 2014)

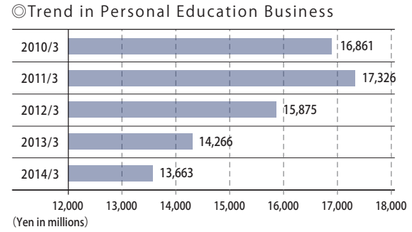


Personal Education

Continued decline in sales compensated for by substantial cost reduction, returning to profitability

The Personal Education segment suffered from weak performance in Licensed Tax Accountant courses and in the Law-related areas as well as a decline in Small and Medium Enterprise Management Consultant (SMEMC) and Certified Social Insurance and Labor Consultant. Public Officer courses (National Public Employees in the Regular Service & Senior officials of local government and National Public Employees in the Main Career Track & Specialist Personnel of the MOFA), however, remained relatively strong. Despite a dramatic sales increase in anticipation of a consumption tax hike in and after the middle of March, sales declined 4.2% over the previous year to ¥13,663 million. Meanwhile, operating expenses such as outsourcing costs related to production of educational materials and rent expenses declined 10.2% y-o-y. As a result, operating profit was ¥536 million, returning to profitability for the first time in 3 years.

◎Trend in Personal Education Business

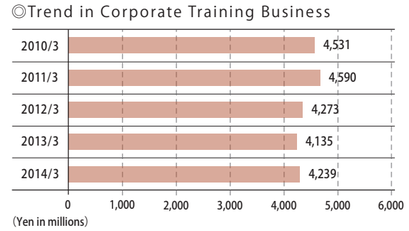


Corporate Training

Double-digit growth in profit on cash basis for the second straight year. Sales in corporate training programs drove growth in response to economic recovery.

In the current period, backed by the economic recovery resulting from "Abenomics", sales of corporate training programs showed continued growth of 5.2% y-o-y. Sales in Finance and Accounting-related courses remained unchanged from the previous year but the Management and Taxation area increased 46.4% y-o-y. Sales in the Financial Services and Real Estate area also showed substantial growth including Real Estate Transaction Manager (Takken), Securities Analyst and Business School courses which grew 3.5%, 9.5% and 6.4%, respectively. IT specialist courses and CompTIA® programs remained strong. Provision of educational contents to colleges grew 18.7% supported by strong sales in Takken, Public Officers and IT Specialist courses and In-university seminars increased 6.5% backed by higher sales in Public Officer courses. Sales of affiliated schools based in local cities, training programs consigned by local governments and Maho-jin tax software declined 6.7%, 9.5% and 9.9%, respectively y-o-y. As a result, sales on a cash basis of this segment increased 4.7% y-o-y.

◎Trend in Corporate Training Business

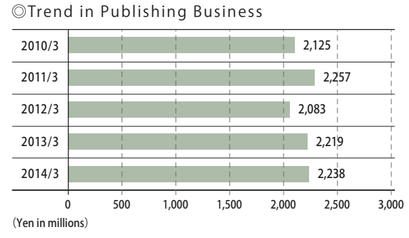


Publishing

Despite reduction in number of books published, sales growth maintained by increased sales force but profit declined due to inventory control

We have been proceeding with our business under a dual framework of "TAC Publishing" and Waseda Keiei Publishing's "W Seminar", which is our subsidiary (hereafter referred to as "W Publishing").
In the current fiscal year, TAC Publishing published 452 books (522 in the previous year) and W Publishing published 160 books (169 in the previous year), both reducing their number. Sales, however, grew 0.9% y-o-y to ¥2,238 million as a result of our efforts in sales activities including proposal-oriented sales to bookstores, enhancing convenience of our bookselling site "Cyber Bookstore" and building stronger transactional relationship with Amazon. As a result, operating profit declined 40.6% to ¥259 million.

◎Trend in Publishing Business

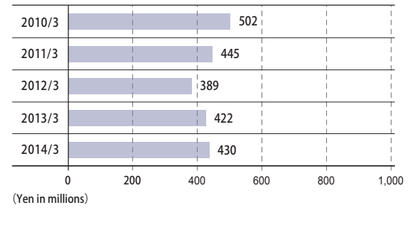


Manpower

Boom in the events for job seekers held in summer and autumn, suggesting that personnel needs in accounting industry activated

TAC Profession Bank(TPB), our subsidiary, deploys manpower placement, dispatching service and job advertising service.
Events for job seekers in the accounting area held in late August attracted increased attention and four major audit corporations decided to participate, suggesting that the demand is picking up. In the events for job seekers mainly for the successful candidates in Licensed Tax Accountant exam held last winter, the number of tax accountant corporations and other companies participating was at a record high. At the same time, we continued with cost reduction to change our corporate structure to produce more profit. As a result, sales increased 2.0% y-o-y to ¥430 million and operating profit increased 56.7% y-o-y to ¥97 million, achieving sales and profit growth for the second consecutive year.

◎Trend in Manpower Business



Learning media

New educational system using various media and making full use of TAC's educational materials

TAC offers diversified study systems using various study media. By taking into consideration the features of examinations and student lifestyles, TAC helps students to effectively achieve their goals or pass examinations. In addition to the traditional classroom courses and distance learning courses using study material, we developed a "media mix educational system" getting the most out of the latest learning media, such as DVD courses, Internet Web courses and download (DL) correspondence courses, etc. We fully understand which educational materials should be used in which learning media in order to draw maximum effect.

Classroom courses

media 1 Classroom Courses

Study at any TAC branch nationwide

Students can ask teachers questions at any time during classes and solve problems quickly. It is also very effective for students who want to sustain motivation to attend lectures with many other serious students. It also serves to create a network which is necessary after passing the exam. The number of courses which provide audio download service to facilitate follow-up for missed classes is increasing.



media 2 Individual DVD Courses

Learning in an independent booth tailored to your own schedule

You can watch actual lecture of our popular instructors recorded on DVD in an independent booth at TAC schools. All you have do is reserve the date and time and watch the video. You can get printed material (what is written on the blackboard and notes of the lecture) for the lecture in advance so that you can concentrate on learning.



Correspondence courses

media 3 DVD Courses

A secure way of learning without the need of the Internet.

Students study at home using DVD and follow a study program that is the same as classroom courses. They can also get advice from instructors using a Question Card system and through e-mail.



media 4 Web-based Broadband Courses

Enhanced educational contents provided through new-age learning media



TAC started providing Web-based courses in 2001 using broadband technology and all of TAC's educational courses became available as Web-based courses in 2005. In 2012, we launched courses using smart phones and tablets where learners can study any time anywhere. In 2013, approx. 26,000 students used Internet Web courses. TAC has established itself as a leader in this new learning media in terms of both quality and quantity.

media 5 Audio Data Download Courses

We propose a new learning style achieved through technological evolution

With DL, you can download lively classroom lectures and learn anytime, anywhere and as many times as you wish. You can also download the necessary material (notes of the lecture, etc.) on the Internet.



media 6 Material Courses

Eliminates the unease of studying at home by providing appropriate instructions

We deliver TAC's learning material which is full of our know-how to your home address. You can study with the original textbooks and workbooks actually used in the classroom lectures to make steady study progress through repeated learning. You can also get advice from instructors using a Question Card system and through e-mail.



TAC is Successful Results

Public Officer

In 2013, total number of successful candidates taking our regular courses was ※2 **4,333**

※1 Students taking TAC's Public Officer courses refer to those taking all subjects required for the Public Officer exam for the target year in TAC's preparatory courses including lectures, exam practice, practice exam, measures for essay and interview, etc. in one package (students of regular courses and other courses). Students taking single courses only or practice exam only are excluded.
※2 If one person passed in more than two exam categories, he/she is counted as a successful candidate of each of the categories he/she passed. (Actual number of successful candidates is 2,611.)
※ Number of successful candidates includes those known as of January 24 2014.

Exam	Number	Exam	Number	Exam	Number
National Public Employees in the Main Career Track	178	National Diet Library	1	All prefecture (excluding Tokyo)-Advanced level	459
National Public Employees in the Regular Service	797	Official of House of Representatives	14	Gov't designated cities-Advanced level	399
Specialist Personnel of the MOFA	29	Official of House of Councilors (main career)	3	Municipal gov'ts-advanced level	422
National Tax Official	420	Expert Personnel of Ministry of Defense	9	Level- I official of Tokyo Metropolitan Police Department	2
Finance Official	125	Officer candidates of SDF	18	Police officer (univ. graduate)	178
Labor standards inspector A	38	Imperial Protection Officer	7	Firefighter (univ. graduate)	80
Professional staff of Ministry of Justice	6	Food Sanitation Inspector	1	National University Corporations	166
Court Official in the Main Career Track	2	Tokyo Met Gov. (I -A,B)	207	Independent administrative agency	2
Court Official in the Regular Service	182	Level- I Special wards	542	Others	46

2013 National Public Employees in the Main Career Track

▶ Public Officer courses ※

Legal official ... 86 Other ... 39

Economic official ... 53

Total no. of final successful candidates was **178**

※ Students taking TAC's Public Officer courses refer to those taking all subjects required for the Public Officer exam for the target year in TAC's preparatory courses including lectures, exam practice, practice exam, measures for essay and interview, etc. in one package (students of regular courses and other courses). Students taking single courses only or practice exam only are excluded.
※ Number of successful candidates includes those known as of January 24, 2014.

2013 Specialist Personnel of the MOFA

▶ Total no. of students taking Specialist Personnel of the MOFA courses of W Seminar ※1 ... 29

Final no. of total successful candidates ... 38

Proportion of our students over entire successful candidates ※2 **76.3%**

※1 Students taking regular preparatory courses refer to those taking courses for the target year which include lectures, exam practice, measures for essay and interview, etc. in one package. It is virtually impossible for those students to take regular courses of other schools due to vast amount of learning load.
※2 Proportion of students over entire successful candidate is obtained by dividing "total number of students taking Specialist Personnel of the MOFA courses of W Seminar" (*1) by "total number of final successful candidates of "2012 Specialist Personnel of the MOFA examination"
※ Number of successful candidates includes those known as of September 6, 2013.

Certified Public Accountant

Accumulated no. of students taking our regular courses passing essay exam from 2006 to 2013 was 6,376 ※1 ※2 **6,376**

(633 in 2006, 1,320 in 2007, 1,170 in 2008, 806 in 2009, 885 in 2010, 554 in 2011, 550 in 2012 and 458 in 2013)

※1 Successful candidates taking TAC's regular preparatory courses refer to those who took all subjects required for the exam for the target year in TAC's preparatory courses (including lectures, exam practice, practice exam, measure for test committee, act amendment in one package) and passed the final exam. Successful candidates in the final exam with temporary credit for each subject passed in the past exam are included in the successful candidates if (i) they took all subjects required for the exam in TAC's preparatory courses and (ii) they passed the exam in the same year that they took the relevant courses.
※2 Number of successful candidates taking our regular courses included those known as of January 21, 2014.



Celebration party for 2013 CPA exam successful candidates in Tokyo at Hotel New Otani

Licensed Tax Accountant

Accumulated no. of students taking our regular courses passing LTA exam from 2011 to 2013 was 1,153 **1,153**

(443 in 2011, 351 in 2012 and 359 in 2013)

※ TAC successful candidates are those who took more than half of exam subjects in the TAC educational courses required to pass Licensed Tax Accountant exam which include lectures and practice exams provided to pass the exam. TAC successful candidates do not include those who took only intensive courses provided prior to the exam or trial exams, purchasers of textbooks only, those who contacted us for a request for brochure, registrants who received no educational service or recipient of our service free of charge.
※ Number of TAC successful candidates included those known as of March 7, 2014.



Celebration party for 2013 LTA exam successful candidates in Tokyo at Hotel New Otani

Certified Social Insurance and Labor Consultant

Accumulated no. of students taking our regular courses passing Social Insurance and Labor Consultant exam from 2011 to 2013 was 1,592 **1,592**

(595 in 2011, 572 in 2012 and 425 in 2013)

※ "Students taking our regular courses refer to those taking TAC's courses for the target year which include lectures, exam practice, practice exam, etc. in one package.
※ Number of successful candidates included those known as of March 5, 2014.



Celebration party for 2013 Certified Social Insurance and Labor Consultant exam successful candidates in Tokyo at Hotel New Otani

Small and Medium Enterprise Management Consultant

No. of successful candidates taking our regular courses for 2013 Small and Medium Enterprise Management Consultant exam (2nd stage) was 236 **236**

※ "TAC Students taking our regular courses refer to those taking TAC's courses for the target year which include lectures, exam practice, practice exam, etc. in one package.
※ The number of successful candidates is based on "survey of test ID no." conducted on TAC students taking our regular courses.
※ Number of successful candidates included those known as of March 7, 2014.

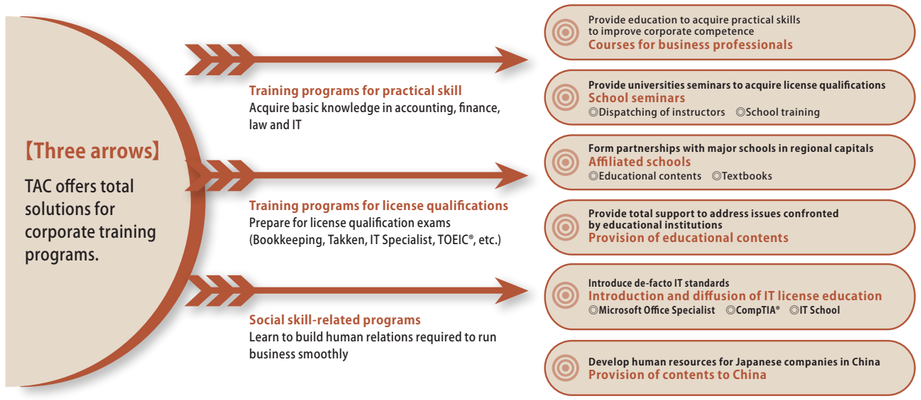


Celebration party for 2013 SMEMC exam successful candidates in Tokyo at Hotel Cerulean Tower Tokyu Hotel

Skill Upgrading

TAC contributes to the growth of our clients through education in developing human resources

TAC operates various training programs ranging from practical business training (finance, IT, social skill-related courses) to preparatory courses for license qualifications. We have over 600 experts in each area and have over 400 corporate clients nationwide and provide them with finely-tuned services. Taking advantage of our accumulated know-how in various areas, we will support our clients' growth through our educational services.



Our original training programs for practical skills and license qualifications

TAC's skill upgrading system offers original training programs which are tailored to the needs of individual companies and local governments. These include up-skill training for new hires, for experienced staff, promotion training for managers, programs to acquire various licenses, work training for participants to acquire specialized knowledge and the skills required for their work and improving social skills. TAC provides training programs carefully tailored to the needs of individual companies including the job positions of those taking the course.

■Practical skills and license qualifications

Our programs in practical skills cover a broad area, including finance and accounting, economics and management, taxation, legal affairs and IT. We support our clients in acquiring practical knowledge directly linked to practical business.
In the area of preparation for license qualifications, we cover real estate (Real Estate Transaction Manager (Takken)), IT (IT Specialist courses and CompTIA®, etc.), financial services (Securities Analyst, etc.).
TAC provides quality services taking advantage of our know-how accumulated over a long period through our individual education segment.

■Social skill-related programs

TAC provides social skill-related programs including "team building", "coaching" and "presentation".
We have a strong lineup in the area of social skills, which is essential the ability to facilitate business operations.

Group training program

Practical business, license qualification and social skill-related

There are two types of staff training services that TAC offers. One is group training for which TAC dispatches a teacher. The other is an "open seminar" style where trainees attend classroom lectures. Optimum training programs are designed (group lecture + e-learning / correspondence courses, etc.) which fit customer needs. Please feel free to consult with us. Consultation is free of charge.

Dispatch of instructors

TAC instructors provide lectures to the customer's facility. We have over 600 instructors nationwide who are qualified as experts in various fields of business, which enables us to respond to customers' needs. TAC consults with the person in charge at the client office to carefully design our educational programs. That is why our programs are not stereotypical but finely tuned to business strategy, purpose, etc. of the customers.

Open seminars

TAC organizes "open-seminar" training programs (for practice and for acquisition of qualifications). Because lectures are offered at TAC, companies do not need to gather a large number of attendees. Students are motivated through interaction with other attendees from other companies who have similar objectives. This results in more effective learning.

Distance Learning (Self-development programs)

TAC supports "self-development systems" implemented by companies through our strong course lineup.
We have over 100 correspondence courses in the 5 areas including "finance and accounting", "management and taxation", "law and real estate", "information processing" and "PC and IT".
Not only do our courses cover accounting area (bookkeeping courses) aimed at acquisition of qualification and the legal area (legal knowledge required for practical business), we have a wide range of programs including PC skills and TOEIC ®. We also provide courses such as "introduction to financial analysis", "introduction to taxation law", etc. where students can acquire practical knowledge for their business.
The special features of the self-development programs are that TAC provides students with the same original teaching materials that our private students use and with complete follow-up, such as detailed marking and instructions, which aid in eliminating any unease about studying at home. TAC also provides training results to the personnel department of the company to assess the effectiveness of employee training.



Provision of Educational Materials

Extensive support for problems experienced by educational institutions

TAC provides its own educational materials, mainly bookkeeping-related, to colleges specializing in IT and public officer exams in order to support their programs aimed at developing capable professionals. In addition, we also provide educational materials to incorporated associations, incorporated foundations and an Independent administrative institutions. In response to heightening needs of human resources education, many educational institutions are striving for originality in their educational systems by establishing new courses where students can prepare for examinations for various qualifications as well as implementing flexibility into courses to attract students. TAC continuously strives to develop and improve the quality of its educational materials which meet the needs of educational institutions and provides them feedback obtained through regular seminars and corporate training related to the types of personnel that are wanted by companies. TAC contributes to improving the appeal of educational institutions so to attract students and to develop the ability of the students.



Seminar held by corporate training department

Courses for Business Professionals

To develop CFO's that play a vital role in strategic managerial finance

In this course, we aim at fostering professionals who can actively participate in real world business as "businesspeople armed with theories". With actual businesspeople, who have thorough knowledge about real business as instructors, we provide "education of management and finance by actual business people for actual business people". Many companies adopt this educational course as their corporate training program, which is available to be tailored to different management policies and personnel needs.
Courses for Business Professionals also provide the following learning courses which are oriented to practical business that are shown below.

◎Finance & Accounting Skill Standard "FASS"

This is a qualification to measure practical skill in the area of finance and accounting. It conforms to "Finance and Accounting Service Skill Standard" (routine work) established by METI.

◎Professional CFO

This certifies the expertise required to solve various challenges faced in the area of corporate finance. It conforms to "Human Resource Development System for Regional Finance".

◎Assistant Turnaround Professionals (ATP)

This certifies various expertise required to turn around a business (basic skill for research, analysis, planning and proposal) to assist Certified Turnaround Professionals.

IT License education

Introducing de facto IT standards in Japan

De facto standards of IT-related certifications are already established in the United States. One of TAC's basic strategies is "to fill the gap between the US and Japan in the field of IT education". The international department of TAC actively promotes diffusion of IT certifications which have become global standards. As a result, TAC currently covers all certification exams implemented by the Ministry of Economy, Trade and Industry in the field of information processing engineering and major IT certifications overseas, and has become a major player in information-related certifications.

CompTIA® exams

CompTIA® exams are sponsored by CompTIA® (Computing Technology Industry Association) which include various suites of certification, including A+, Network+, Security+, etc. These certification programs are vender neutral programs which are adopted by many IT companies in the US as a part of corporate training programs. Recently, rapidly growing Asian countries led by China and African companies have been using this exam.
CompTIA® programs are also attracting the attention of IT companies in Japan, many of which have started official implementation of CompTIA® programs as a part of their corporate training programs. There is also a move among universities and colleges to encourage students to take CompTIA® exams in order for them to develop their ability to meet the immediate needs of companies. CompTIA® also actively supports such trend through CompTIA® Authorized Academy programs.

CompTIA® Authorized Platinum Partner

TAC supports the concept of CompTIA®, which is a license qualification focused on practical skill. TAC has been appointed as one of only 3 CompTIA® Authorized Platinum Partners and promotes development of IT engineers which is in shortage in Japan.

Providing educational services in China

TAC launched a school in Dalian (China) to foster IT specialists capable of conducting business in Japanese

In January 2005, TAC established "Technological and Commercial Modern Education (DALIAN) Co., Ltd." (TAC Dalian) in Dalian, China to foster Chinese IT specialists capable of conducting IT-related business in Japanese. The city of Dalian is active in attracting Japanese companies and currently many Japanese companies opened offices in Dalian in pursuit of various business objectives. These include software development projects, call centers and data entry facilities. Within these companies, there is great demand for personnel capable of conducting IT-related operations in Japanese while also having an understanding of the Japanese way of business. TAC Dalian provides educational courses to students and working people who are seeking employment in Japanese companies in Dalian. In the near future, we will increase the variety of courses in programs where students can learn using learning material based on Japanese standards so as to respond to heightening needs of human resources at Japanese companies in China. (TAC investment ratio: 49.1%)

Necessity to implement Japanese standard education programs

We carried out a questionnaire on 371 ITO and BRO companies and colleges to ask whether it is necessary to provide educational services for exams to evaluate bookkeeping skills and IT skills. 86% of the respondents were interested in the standard education implemented in Japan and 83% wanted their employees/students to get such education or to take the exam. It is worth noting that companies are interested in Japanese education as they focus on "reduction of manpower required to do the job for Japanese companies, maintaining motivation of workers and reduction of job separation rates". Colleges also noted that they regard acquisition of such public license qualifications and implementation of education as an effective tool to differentiate their position from others to promote employment of their students in Japanese companies. So far, the only evaluation standard to appeal the capability of their students was "Japanese language skill". As a result of the questionnaire, it was shown that both companies and colleges feel the need for more professional education.
To respond to such needs, TAC Dalian created an environment in Dalian to conduct "MOS (Microsoft Office Specialist)" examinations (Japanese language version). In 2013, Bookkeeping exams (sponsored by the Japan Association of Accounting Education) were implemented in Dalian for the first time and over 300 people took the exam. TAC Dalian provides preparatory courses for these exams. Such opportunities are expected to give these students a chance to test their ability in the area of accounting / IT in the Japanese language. An environment is being created where Chinese manpower can respond to various needs from Japanese corporations seeking human resources with Japanese standard accounting skill. TAC is developing educational contents for Chinese people seeking employment at Japanese companies in cooperation with TAC Dalian Operation Center (DOC), which is our wholly-owned subsidiary established in August 2011.

School seminars

Preparatory courses for the Public Officer exam, employment and other qualifications implemented at university facilities to support job search activities for students and career progress

Due to the serious employment situation for university students, it has been some time since educational courses to support students to find employment and to acquire license qualification started to be provided by many universities. In response to such needs, TAC developed many effective programs for students and has been receiving orders from universities nationwide. We have a strong lineup which covers the Public Officer exam (National Public Employees in the Main Career Track, National Public Employees in the Regular Service, Specialist Personnel of the MOFA, Police Officer, Firefighter, etc.), accounting (Bookkeeping, Certified Public Accountant, Licensed Tax Accountant, etc.) and legal (Judicial Scrivener, Certified Social Insurance and Labor Consultant, Administrative Scrivener, Real Estate Transaction Manager (Takken), etc.).
Recently TAC started "remedial" courses which help university students to maintain and improve basic academic skills and many universities are satisfied with our service. We have won absolute confidence from universities through our quality service and our know-how accumulated over many years.

Affiliated schools

Form partnership with major educational institutions in regional capitals nationwide to support education for working people

TAC's schools were located mainly in large cities in Kanto and Kinki areas and did not have branches in local cities, which caused study problems for students in these areas. To overcome such difficulty, we started the "business of affiliated schools" in partnership with major colleges as affiliated schools. Now the number of affiliated schools is 15 as of April 1, 2014.
Despite some difference in learning environment according to regions, we use the same educational contents, including textbooks and answer practice, etc. and students can enjoy our quality educational service at any of our affiliated schools.
We also provide original educational service considering regional characteristics. We aim at being the best school in the region combining TAC's educational know-how and the originality of each educational institution.



Software

Tax Software "Mahojin" which contributes to improving the operational efficiency of accounting firms

Tax software "Mahojin" is an astonishing program that enables preparation of tax declaration forms using PCs. TAC established a sales agent contract with Hand Corporation located in Osaka that developed the software. More than 11,500 companies have already signed contracts to use the software. Hand Corporation and TAC entered into the market when MS-DOS was at the height of its prosperity. "Mahojin" achieved high market share as a pioneer.
Hand Corporation developed and sells the software by its certified public accountants and licenses tax agents. TAC conducts sales, consulting and support as well as providing feedback information to Hand Corporation regarding client requests. The number of users is steadily increasing due to a virtuous circle where TAC students use the software at companies and at accounting firms where they are employed.



Network

Provide complete support to TAC's alumni in terms of business practice: Profession Network Co., Ltd.

Profession Network Co., Ltd. provides total support services for TAC's alumni, which include providing information on the WEB on a timely basis, selling books on practical business and holding seminars. It supports them not only to perform their job as experts and practitioners but also to construct a professional network.
Nowadays practitioners are exerting a lot of effort to increase the corporate value of their client companies. To help them perform their duty, Profession Network Co., Ltd. was established as a joint venture with TAC, which provides educational service to acquire license qualifications, and Seibunsha Co., Ltd., which specializes in publication of business books in taxation, accounting and legal areas.
TAC provides educational services to over 200 thousand customers every year according to TAC's 2013 IR information. Profession Network Co., Ltd. provides useful information in the area of market globalization and the growing complexity of the management environment to support our members to make further contributions to their clients in a timely manner.
In addition to "Profession Journal", a Web-based weekly information magazine providing information in taxation, accounting and management, the information we provide about business books and seminars can be searched and browsed on a PC, smart phone and tablet any time you need. Seminars, study sessions and networking events are acquiring a good reputation among practitioners seeking to expand their business.
The name of the company, "Profession Network" comes from our principle, "network is important for experts to become actively involved in their professions".



※ In the Middle Ages in Europe, specializations such as priest, doctor, lawyer, etc. were referred to as "professions", which is derived from the word "profess" meaning "to declare oneself before God". Nowadays, profession refers to professionals with special knowledge and skill of an intellectual nature.

Publishing

Publishing business spreads information related to licenses and business education

TAC has been publishing books to share an accumulation of knowledge gained in Personal Education segment and the Corporate Training segment under the name of TAC Publishing. In FY3/2010. The brand name of "Waseda Keiei Publishing" was added due to business integration and currently many books are being published under the brand names of "TAC Publishing" and "Waseda Keiei Publishing".

Publications cover textbooks for license qualifications and also a wide range of categories including self-development, business books ad general books. As of March 31, 2014, we had 1,198 books available for sale, which are sold at bookstores, university co-ops nationwide, our schools nationwide, and "Cyber Book Store", for online purchases.

It is the mission for TAC Group to offer the ideal environment for learning to our customers and thus we take it for granted that contents of books should reflect the latest exam trends and latest information on legal revision. Accordingly, most of the textbooks for license qualifications of TAC Publishing and Waseda Keiei Publishing are revised at least once a year. Other books also undergo revisions at relatively short intervals.

It is also our unique strength that many of these books are written by our instructors who actually give classes to students and know every detail of them.

In FY3/2013, we launched "Invincible" series which was published in the form of "mook (magazine + book combined)". In addition to enhancing publications of e-books, we upgraded "Self-study DOJO" targeting users of correspondence courses, which combine textbooks, CD/DVD, website and classroom lectures". We are prepared to respond to diversified needs.

Books sold by publishing segment in FY 2013 (at the end of March, 2014)

Area	Number of books available		Number of books published	
	TAC Publishing	Waseda Keiei Publishing	TAC Publishing	Waseda Keiei Publishing
Finance and Accounting	185	0	87	0
Management and Taxation	115	0	106	0
Financial Services and Real Estate	113	13	87	9
Law	34	211	25	146
Public & Labor	170	11	71	4
IT and International	59	0	37	0
Others	269	18	39	1
Total	945	253	452	160

One of the largest publishing companies specializing in license qualifications

The sales total of TAC Publishing and Waseda Keiei Publishing (publishing section of W Seminar) ranks 24th among major publishing companies. It is one of the largest publishing companies specializing in license qualifications.

39	TAC publishing	200
	+	
118	Waseda Keiei Publishing	72
	=	
24	TOTAL for TAC publishing business	273

Rank	Publishing companies	Sales FY2013(Yen in millions)
1	Kodansha	2,396
2	KADOKAWA	2,239
3	Shueisha	1,381
4	Shogakukan	1,222
5	Shinchosha	760
⋮	⋮	⋮
10	Gentosha	453
11	Takarajimasha	377
⋮	⋮	⋮
22	Obunsha	282
23	Kyogakusha	274
24	Tokuma shoten	267
⋮	⋮	⋮
29	Nikkei Business Publications	243
41	Chuokeizai-sha	195
⋮	⋮	⋮

Source: "2013 Best 300 publishing companies" (Junkudo Bookstore)

Web

The purchase of books is possible 24 hours a day! via the Cyber Book Store

TAC operates a Cyber Book Store on the Internet where users can purchase books published by TAC publishing and Waseda Keiei Publishing 24 hours a day, 365 days a year. If you register as a "Cyber member" (with no charge), you will get a 10% discount and free shipping. TAC sends useful information including exclusive service for members and recommendations, etc. Please check Cyber Book Store for event information and downloading books, follow-up for "Self-study DOJO", etc.

Cyber Book Store URL http://bookstore.tac-school.co.jp/



I Publications

Reference books for qualifications exams

Based on the know-how TAC accumulated for many years, we produce textbooks to facilitate efficient learning for those aiming to pass qualification exams. Our books are effectively designed based on features of each exam including tendency of problems, attributes of candidates, etc.

【TAC Publishing】



<Textbooks>
- ◆ JCCI Bookkeeper Exam (1st to 3rd grades)
  "Clear Understanding of Bookkeeping"
  "Bookkeeping text book that everyone wanted"
- ◆ FP "FP text book that everyone wanted"
- ◆ LTA "LTA text book that everyone wanted"
- ◆ Certified Social Insurance and Labor Consultant "Required Textbook"
- ◆ New Spec Text: Applied Information Technology Engineer

<Exercise books>
- ◆ JCCI Bookkeeper exam (1st to 3rd grades)
  "Anticipated Questions (Complete Version)"
  "Past Questions for Success"
- ◆ LTA "LTA exam" series
- ◆ Public Officers "Past Questions", etc



<Measures before exam>
- ◆ JCCI Bookkeeper exam (1st to 3rd grades)
  "Anticipated Questions by TAC"
- ◆ Administrative Scrivener "Final check of anticipated questions for success"
- ◆ Certified Social Insurance and Labor Consultant "Final Spurt: The Best Mock Exam"
- ◆ Public Officers exam "Recipe to Master the Current Affairs", etc.



【Waseda Keiei Publishing】



<Judicial Scrivener>
- ◆ Judicial Scriveners "Due process" series
- ◆ Judicial Scriveners "Automatic System" series
- ◆ Judicial Scrivener "Standard System" series

<Others>
- ◆ Administrative Scrivener "Revolution for Success" series
- ◆ Bar exam "Device-neo" series
- ◆ Patent Attorney "Elements" series, etc.

Books for self-development

TAC, with its policy "development of professionals" publish books to support those who want to succeed as professionals including books about practical affairs to start own business, how to appeal qualifications for career, etc.



- ◆ Know-How of Fast Rote-Learning and Study Revealed by The King Of Qualification Born in Heisei Era
- ◆ I was s full-time housewife but now I'm a successful certified social insurance labor consultant
- ◆ Administrative Scrivener office with doubling sales: 8 tips for success
- ◆ Reason For My Success – Growth in Annual Sales from ¥50,000 to ¥ 30 Million
- ◆ Business knowhow to be a successful licensed tax accountant

"Invincible"series

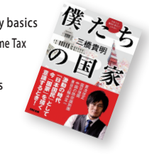
We started the "Invincible" series in the form of a "mook (magazine + book combined)" to provide latest information in a timely manner. Now gaining a lot of support from candidates.



- ◆ Bookkeeping, Real Estate Transaction Manager (Takken), Administrative Scrivener, Certified Social Insurance and Labor Consultant and Judicial Scrivener,

Business books

We publish various books to help license holders to acquire practical knowledge and know-how. Books are also available to provide practical know-how to those working in various areas of private companies. We also have a wide lineup to satisfy your intellectual curiosity including general culture, entertainment, etc.



- ◆ Casual approach to attract someone's interest: Tips to smart conversation and chat
- ◆ Our Nation: Thins We Never Learn at School
- ◆ "Textbook for Business Manners" to master high-quality basics
- ◆ "Practical Business of Tax Law" series – Practical Business of Income Tax
- ◆ Taxation compact book
- ◆ Complete Guide of Brazil World Cup: Enjoy the Games
- ◆ For Female Student: How to Get Through the Maze of Job Hunting Activities, etc

II Various media

"Further convenient learning contents to those who study using textbooks". Based on such aconcept, we released learning contents based on our textbooks in various media, including CD, DVD and audio DL. e-books, apps for iPhone and iPhone touch are also available.



- ◆ Bookkeeping Text (DVD)
- ◆ Lecture DVD based on textbooks (JCCI Bookkeeper exam)
- ◆ CD for rote-learning (Theory of LTA)
  Audio download version, etc.

III "DOJO (training center)" to support self-study

Based on the concept, "Best and shortest route for self-taught learners", we developed this "DOJO" series which combines the best parts of textbooks and learning media. It even covers mock exam produced by TAC and other optional courses. Extremely popular among self-taught learners.

<Lineup>
Certified Social Insurance and Labor Consultant, Real Estate Transaction Manager (Takken), Administrative Scrivener, Bookkeeping, Zenkei-jokyu, Construction Industry Accountant, Financial Planner, Financial Service Manager, Intellectual Property, Condominium Management Consultant



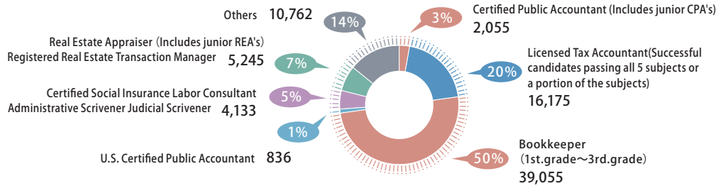
Recruiting Support

Three Pillars of TAC Profession Bank

TAC has been providing license education in accounting, law, real estate and IT, and supplying work-training programs for over thirty years. We entered the personnel service business with approval from the Ministry of Health, Labor and Welfare in 2000. We aim to act as an agent between capable students who are looking for jobs in which they can demonstrate their abilities and companies whose requirements are diversifying and becoming increasingly specialized and dynamic.
In May 2001, we established "TAC Profession Bank Co., Ltd.," (formerly TAC Career Support Co., Ltd.), in order to launch a full-fledged operation in recruiting support, to which manpower staffing operations conducted previously by TAC were completely transferred. TAC Profession Bank Co., Ltd. obtained a license for manpower dispatching in June 2001 and began full operations soon after. Companies are gradually discarding their lifelong employment system and seniority system and adopting merit-based systems. We are sure that TAC will experience success in this area, in spite of late entry, by leveraging access to our more than 200 thousand students, who are valuable assets and were raised to be professionals through TAC's educational courses.

Data of registrants

(Number of registants)



※Total number of registrants who browsed employment offers and registered via our website for offers of job placement and dispatching during the period from December 2000 to March 2014. (Including interim registration.)

Data of customers

(Number of customers)

- ◎ Companies in private industry…1,554
- ◎ Accounting firms (including tax corporation, audit corporation, consulting corporation) …2,428
- ◎ Other firms…284

Corporate overview of TAC Profession Bank

- ■ Incorporation : May 2001
- ■ Capital : ￥10million
- ■ Shareholder : TAC Co.,Ltd. (100%)
- ■ Officers : Chairman : Toshio Tada
  Representative director : Norio Nagashima
  Director : Hiroaki Saito
  Auditor : Daijiro Hiraga
- ■ Description of Business : Fee-based job placement service 13-ユ-010678
  General labor dispatch business (般)13-010932 (including temp-to-perm)
  Job advertisement business (job advertisement site, job advertisement magazine, job promotion event)
- ■ Office : Tokyo(Suidobashi), Osaka(Umeda)

Job Fair

Employment explanatory seminars

We have been holding career fairs for CPA (in August) and for LTA (in August and December). In 2013, more than 230 firms ran booths with the participation of 1,800 job seekers. These career fairs are featured in job information magazines as one of the biggest job-related events in the accounting industry and attract attention from accounting firms and candidates.
In November 2010, we also held a fair for the candidates of the Judicial Scrivener exam which was added to our new lineup after integration with W Seminar in 2009. These events play a significant role in boosting motivation for those aiming to acquire license qualifications. We will plan more job-related events.



❶ Job Advertisements

We provide employment offer information on our website, "TAC Career Navi".
This site receives many hits daily from those seeking employment that utilizes their professional skills. In April 2009, we enhanced the "scouting mail function" in which companies send mail to job applicants and service contents for job applicants. TAC students can freely look through Internet job advertisements compiled at schools nationwide.



TAC Profession Bank URL
http://tacnavi.com

❷ Manpower Dispatching

We dispatch professional staff tailored to the diversified needs of companies and accounting firms, including: (i) temporary dispatching to cover manpower shortages in busy periods, (ii) dispatching of temporary staff to support permanent employees concentrating on primary operations, (iii) replenishment of manpower shortages due to child-care leave, (iv) dispatching for long or short term. (v) dispatching for 5 days / 2 - 3 days service per week, (vi) short-time or full-time employees, etc.
As a member of TAC Group, TPB has a wide range of experienced registrants who passed the LTA exam (including candidates passing 5 subjects of the LTA exam), Bookkeeping exams, and Certified Social Insurance Labor Consultant Exam, etc. Many students currently taking courses are also included as registrants.



❸ Manpower Placement

Taking advantage of the unique strength of TPB, we provide manpower placement service for regular employees mainly in the area of accounting, taxation, treasury and law (including judicial scriveners and lawyers). We recommend able personnel from younger people with high potential to skilled people with professional skill, after having careful consultation with the client companies (companies, audit corporation, etc.) concerning desired personnel and job content.
We recommend job seekers with whom we have interviewed in advance to our clients. We also provide service based on a contingency fee system, where clients may avoid risk resulting from recruiting personnel on their own account.



Information magazine

We publish a job information magazine specialized in the accounting industry twice a year which provides support for our students of LTA courses and many others toward finding employment.

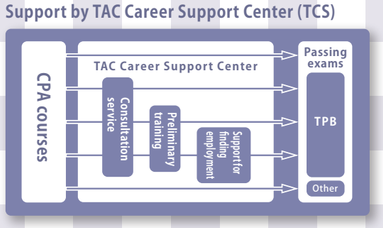


Expand support to job seekers taking advantage of high marks from major companies

TAC Career Support Center was launched in 2006 to help those who acquired accounting knowledge and skill through preparation for the CPA exam to find employment. Concern over the difficulty in finding employment for those who have passed CPA exam, which was recognized as a social problem, was close to settled in 2012. However, we still receive a lot of requests to offer support in finding employment. In 2012, TAC Career Support Center jointly with TPB provided employment support to over 1,000 successful candidates.
TCS also continues to provide effective support to the candidates giving up the CPA exam. In TCS, we provide various training programs, such as communication skills and business etiquette, etc. Many of those undergoing programs of TCS find employment through TAC Profession Bank.
Now TCS, marking its 14th anniversary, is highly valued among many leading companies for the high skills of the recruits introduced by TCS.
TCS, as an agent to link the highly-sophisticated students with the society, will exert further efforts in fostering human resources capable to take active roles in the society after finishing their learning process.



Support by TAC Career Support Center (TCS)



BUSINESS NETWORK

NETWORK OF DISTRIBUTORS/CORPORATE CUSTOMERS

NETWORK OF DISTRIBUTORS

University co-ops and distributors

Hokkaido area

Otaru University of Commerce
Obihiro University of Agriculture and Veterinary Medicine
Kitami Institute of Technology
Kushiro Public University of Economics
Sapporo Gakuin University
Sapporo University
Hokusei Gakuen University
Hokkai-gakuen University
Hokkaido University of Education
Hokkaido University
Muroran Institute of Technology
Rakuno Gakuen University

Tohoku area

Akita University
Iwate Prefectural University
Iwate University
Shokei Gakuin University
Tohoku Gakuin
Tohoku Institute of Technology
Tohoku University
Tohoku Fukushi Unversity
North Asia University
Hirosaki Gakuin University
Hirosaki University
Fukushima University
MIYAGI INTERCOLLEGE CO-OP
Miyagi Gakuin
Miyagi University of Education
Miyagi University
Morioka University
Yamagata University

Kanto area

Aoyama Gakuin University
Azabu Gakuen University
Asia University
Ashikaga Institute of Technology
Atomi University
Ibaraki University
The Institute of Space and Astronautical Science
Utsunomiya University
Obirin University
Ochanomizu University
Gakushuin Women's College
Gakushuin University
Kanagawa University
Kanto Gakuin University
KYORITSU WOMEN'S UNIVERSITY
Kyorin University
Gunma University
Keiai University
Keio University
Kogakuin University
Kokugakuin University
International Christian University
Kokushikan University
Komazawa University
Saitama University
Jissen Women's Educational Institute
Shibaura Institute of Technology
Jumonji University
Shukutoku University
Tokyo Metropolitan University
Josai International University
Josai University
Sophia University
SHOWA WOMEN'S UNIVERSITY
Shiraume Gakuen College
Shirayuri College
Surugadai University
Seikei University
Seijo University
Senshu University
Soka University
Daito Bunka University
Takasaki City University of Economics
Takachiho University
Takushoku University
Chiba Keizai University
Chiba Institute of Technology
Chiba University of Commerce
Chiba University
Chuo Gakuin University
Chuo University
University of Tsukuba
Tsuda College
Teikyo University
Teikyo Heisei University
The University of Electro-Communications
Tokai University
Tokyo Medical and Dental University
Tokyo Inter College Co-op
Tokyo University of Marine Science and Technology
Tokyo University of Foreign Studies
Tokyo Gakugei University
Tokyo Keizai University
TokyoUniversity of the Arts
Tokyo Institute of Technology
TOKYO POLYTECHNIC UNIVERSITY
Tokyo International University
Tokyo Woman's Christian University
The University of Tokyo
TOKYO CITY UNIVERSITY
Tokyo Denki University
Tokyo University of Agriculture
Tokyo University of Agriculture and Technology
Tokyo University of Pharmacy and Life Science
Tokyo University of Science
Toho University
Toyo Gakuen University
Toyo university
Dokkyo University
Nishogakusha University
NIPPON INSTITUTE OF TECHNOLOGY
Japan College of Social Work
Japan Women's University
Nippon Veterinary and Life Science University
Nippon Sport Science University
Nihon University
Hitotsubashi University
Hosei University
Hoshi University
Musashi University
MUSASHINO UNIVERSITY
Meikai University
Meiji Gakuin University
Meiji University
Meisei University
Yokohama National University
Yokohama College of Commerce
Yokohama City University
Rikkyo University
Rissho University
Reitaku University
Wako University
Waseda University

Koshinetsu area

Shinshu University
SEISEN JOGAKUIN COLLEGE
Nagano University
Niigata University
University of Yamanashi
Maruzen at Yamanashi Gakuin University

Tokai area

Aichi Gakuin University
Aichi University of Education
Aichi Prefectural University
Aichi University
Asahi University
Inter College CO-OP Aichi
Gifu University
Kinjo Gakuin University
Shizuoka University
Sugiyama Jogakuen
DAIDO UNIVERSITY
Chukyo University
Chubu University
NAGOYA GAKUIN UNIVERSITY
Nagoya keizai University
Nagoya Institute of Technology
Nagoya University of Commerce & Business
Nagoya Women's University
Nagoya City University
Nagoya University
Nanzan University
Nihon Fukushi University
Mie University
Tsu City College
Meijo University

Hokuriku area

Ishikawa National College of Technology
Kanazawa University
Toyama Prefectural University
Toyama University
Fukui University

Kansai area

Otemon Gakuin University
Osaka intercollegiates Co-op
Osaka Kyoiku University
Osaka University of Economics
Osaka University of Economics And Law
Osaka City University
Osaka University
Osaka Electro-Communication University
Osaka Prefecture University
Otemae University
Kansai University
Kwansei Gakuin University
Kyoto University of Education
Kyoto Institute of Technology
Kyoto Sangyo University
Kyoto Women's University
Kyoto University
Kyoto Tachibana University
Kyoto Prefectural University of Medicine
Kyoto Prefectural University
Kinki University
Konan Women's University
Konan University
Kobe City University of Foreign Studies
Kobe Shinwa Women's University
Kobe University
Kobe Pharmaceutical University
The University of Shiga Prefecture
Shiga University
SONODA WOMEN'S UNIVERSITY SONODA WOMEN'S COLLEGE
Doshisha Women's College of Liberal Arts
Doshisha University
Nara Prefectural University
Nara Women's University
Hannan University
UNIVERSITY OF HYOGO
Mukogawa Women's University
Momoyama Gakuin University
Ritsumeikan University
Ryukoku University
Wakayama Medical University
Wakayama University

Chugoku and Shikoku area

Ehime University
Okayama University
Kagawa University
Prefectural University of Hiroshima
Kochi University
SHIKOKU GAKUIN UNIVERSITY
Shimane Universtiy
Shimonoseki City University
National Fisheries University
The University of Tokushima
Tottori University
Hiroshima University of Economics
Hiroshima Shudo University
Hiroshima University
Matsuyama University
Yamaguchi University

Kyushu and Okinawa area

Oita University
Okinawa International University
Okinawa University
Kagoshima Prefectural College
Kagoshima University
The University of Kitakyushu
Kyushu Institute of Technology
Kyushu International University
Kyushu University
Kumamoto University
Siebold University of Nagasaki
Saga University
Seinan Gakuin University
Nagasaki Prefectural University
Nagasaki Institute of Applied Science
Nagasaki University
Fukuoka University of Education
Fukuoka Prefectural University
Fukuoka Women's University
Fukuoka University
Miyazaki University
Ritsumeikan Asia Pacific University
University of the Ryukyu

Bookstores

ASAHIYA BOOK STORES
KINOKUNIYA COMPANY LTD.
JUNKUDO Co.,Ltd.
HACHIMONJIYA Co.,Ltd.
Horie Ryobundo
MARUZEN Co.,Ltd.
Book Store Kumazawa
Sanseido Co.,Ltd.
Books Ruhe
ORION-Shobo
ColCose Book Store
Shizuoka Yajimaya
Books Hoshino
Koyamajogakukan Book Store
Kyuyodo Book Store
Avati Book Center

CORPORATE CUSTOMERS

Forestry and fisheries

Nippon Suisan Kaisha, Ltd.

Construction

Asahi Kasei Homes Corporation
OBAYASHI CORPORATION
Obara Construction Co., Ltd.
KAJIMA CORPORATION
Sumitomo Forestry Co., Ltd.
TOKYO SEKISUIHEIM Co., Ltd.
SEKISUIHOUSE, Ltd.
SELCO HOME, Inc.
DAIKYO INCORPORATED
TAISEI CORPORATION
Daito Trust Construction Co., Ltd.
Takenaka Corporation
Chiyoda Corporation
TOKEN CORPORATION
TODA CORPORATION
Nippon Koei Co., LTD.
HIGASHINIHONHOUSE Co.Ltd.

Food

Kirin Brewery Company, LTD.
SAPPORO HOLDINGS LTD.
Tokyo Coca-Cola Bottling Co., LTD.
Nisshin Seifun Group Inc.
Japan Tobacco Inc.

Chemicals

Asahi Kasei Corporation.
Kao Corporation.
SHOWA DENKO K.K.
Mitsui Chemicals, Inc.

Drugs

Janssen Pharmaceutical K.K.

Coal / oil

COSMO ASPHALT
SHOWA SHELL SEKIYU K.K.

Rubber

Bridgestone Corporation

Machinery

EBARA CORPORATION
EBARA DENSAN LTD.
JANOME SEWING MACHINE CO., LTD.

Electronics

Oki Electric Industry Co., Ltd.
Canon Inc.
JVC KENWOOD Corporation
Sony Corporation
Dell Inc.
TOSHIBA CORPORATION
Océ-Japan Corporation
NEC Corporation
PIONEER CORPORATION
Hitachi, Ltd.
FUJITSU LIMITED
HOSHIZAKI ELECTRIC CO., LTD.
Mitsubishi Electric Corporation
Mitsubishi Electric Engineering Company Limited
Ricoh Company, Ltd.

Transportation equipment

NISSAN MOTOR CO., LTD.
Otis Elevator Company
Bosch Corporation
Mitsubishi Heavy Industries, Ltd.
Yamaha Motor Co., Ltd.

Precision machinery

ADVANTEST CORPORATION
OMRON Corporation
HOYA CORPORATION

Other manufacturing

Artnature Inc.
Tosho Printing Company, Limited
Yamaha Corporation.
USK Co., Ltd.

Wholesale trade

ITOCHU Corporation
Sumitomo Corporation
Nice Corporation
Nippon Jimuki Co., Ltd.
HANWA CO., LTD.
Marubeni Corporation
MITSUI & CO., LTD.
Mitsubishi Corporation

Retail trade

AEON Co., Ltd.
Ito-Yokado Co., Ltd
DAIKI CO., LTD.
MARUI GROUP Co., Ltd.
MIKIMOTO & CO., LTD
LAWSON, INC.

Banks

Aozora Bank, Ltd.
The Bank of Okinawa, Ltd
Kawasaki Shinkin Bank
Japan Bank for International Corporation
The Saitamaken Shinkin Bank.
Sawayaka Shinkin Bank
SHIGA BANK, ltd.
Shinsei Bank, Limited
THE DAISAN BANK., LTD.
The Takinogawa Shinkin Bank
The Chiba Bank, Ltd.
TOKYO CITY SHINKIN BANK
THE BANK OF NAGOYA, LTD.
Bank of Japan
Japan Finance Corporation
Development Bank of Japan Inc.
THE HYAKUGO BANK, LTD.
THE HOKURIKU BANK, LTD.
The HOKKOKU Bank.
Mizuho Bank, Ltd.
Mizuho Trust & Banking Co., Ltd.
Sumitomo Mitsui Banking Corporation
Sumitomo Mitsui Trust Bank, Limited.
The Bank of Tokyo-Mitsubishi UFJ, Ltd.
Mitsubishi UFJ Trust and Banking Corporation
THE YAMAGUCHI BANK, Ltd.
YACHIYO BANK, Ltd.
Bank of The Ryukyus

Financial services

Orient Corporation
ORIX Corporation
ORIX Credit Corporation
ORIX Auto Corporation
KOKUSAI Asset Management Co., Ltd.
JACCS CO., LTD.
JAFCO Co., Ltd.
SHOWA LEASING CO., Ltd.
Shinkin Central Bank.
Sumitomo Mitsui Auto Service Company, Limited
Century Tokyo Leasing Corporation
Japan Exchange Group, Inc.
Mitsubishi UFJ Asset Management Co., Ltd.
Mitsubishi UFJ NICOS Co., Ltd.

Securities / Futures

SMBC Nikko Securities Inc.
Okasan Securities Co., Ltd.
Kyokuto Securities Co., Ltd.
Cosmo Securities Co., Ltd.
Citigroup Global Markets Japan Inc.
JPMorgan Securities Japan Co., Ltd.
Daiwa Securities Group Inc.
Daiwa Asset Management Co. Ltd.
Nikko Asset Management Co., Ltd.
Nomura Asset Management Co., Ltd.
Nomura Securities Co., Ltd.
Matsui Securities Co., Ltd.
Marusan Securities Co., Ltd
Mizuho Securities Co., Ltd.
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd
Mito Securities
Merrill Lynch Japan Securities
Morgan Stanley MUFG Securities

Insurance

Aioi Nissay Dowa Insurance Co., Ltd.
AXA Life Insurance Co., Ltd.
American Family Life Assurance Company of Columbus
ORIX Life Insurance Corporation
The Kyoei Fire & Marine Insurance Co., Ltd.
SUMITOMO LIFE INSURANCE COMPANY
Sompo Japan Insurance Inc.
DAI-ICHI LIFE INSURANCE COMPANY, LIMITED.
DAIDO LIFE INSURANCE COMPANY
The Toa Reinsurance Company, Limited
Tokio Marine & Nichido Fire Insurance Co., Ltd.
NIPPONKOA Insurance Company, Limited
Nippon Life Insurance Company
Fukoku Mutual Life Insurance Company
Mitsui Sumitomo Insurance Company, Limited
MITSUI LIFE INSURANCE COMPANY LIMITED
Meiji Yasuda Life Insurance Company

Real Property

NTT FACILITIES, INC.
COSMOS INTIA Co., Ltd
Sunshine City Corporation
SANSEI LANDIC.INC.
Sun Frontier Fudousan Co., Ltd.
Sumitomo Real Estate Sales Co., Ltd.
DAIKYO ASTAGE INCORPORATED
DAIKYO REALDO INCORPORATED
Takara Leben CO., LTD
TOKYU LIVABLE, INC.
Tokyo Midtown Management Co., Ltd.
Nippon Tochi-Tatemono Co., Ltd.
Nomura Real Estate Development Co., Ltd.
Nomura Real Estate Urban Net Co., Ltd.
House Mate Partners Co., Ltd.
PanaHome Corporation
MISAWA HOMES CO., LTD.
Mitsui Fudosan Co., Ltd.
MITSUI FUDOSAN REALTY CO., LTD.
MITSUBISHI ESTATE Co. Ltd
Mitsubishi Estate Community Co., Ltd.
Mitsubishi Estate Building Management Co., Ltd.
Mitsubishi Real Estate Services Co., Ltd.
MITSUBISHI JISHO RESIDENCE CO., LTD

Land transportation

Ensyu Railway Co., Ltd
Odakyu Electric Railway Co., Ltd.
Keio Corporation
Keisei Electric Railway Co., Ltd.
Keikyu Corporation
Central Japan Railway Company
TOKYU CORPORATION
Tokyo Metro Co., Ltd.
Nagoya Railroad Co., Ltd
East Japan Railway Company
FUJIKYUKO. CO., LTD

Marine transportation

Nippon Yusen Kabushiki Kaisha

Air transportation

Nippon Cargo Airlines Co., Ltd.

Warehouse and transportation

SENKO Co., Ltd.
YUSEN LOGISTICS CO., LTD.

Telecommunication / Information

IEC Co., Ltd
ICS Co., Ltd
NEC Solution Innovetors, Ltd.
NTT DOCOMO, INC.
KDDI CORPORATION
SOFT BANK TELECOM Corp.
DAIKO DENSHI TSUSHIN, LTD.
Tohoku Intelligent Telecommunication Co., Inc.
Tohoku Information Systems Company, Incorporated
NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION.
Nomura Research Institute, Ltd.
NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION.
MITSUBISHI SPACE SOFTWARE CO., LTD.
MITSUBISHI ELECTRIC INFORMATION SYSTEMS CORPORATION
MITSUBISHI ELECTRIC INFORMATION TECHNOLOGY CORPORATION

Power and gas

OSAKA GAS CO., LTD.
THE KANSAI ELECTRIC POWER CO., INC.
CHUBU Electric Power Co., Inc.
TOKYO GAS CO., LTD.
The Tokyo Electric Power Company, Incorporated
Tohoku Electric Power Co., Inc.
HIROSHIMA GAS Co., Ltd.

Service business

AISEL Corporation
IT Frontier Corporation
IT Holdings Corporation
Avanti Staff Corporation
Accenture Japan Ltd
Asahi Kasei Amidas Corporation
The Asahi Shimbun Company
ASO EDUCATION SERVICE CO., LTD
Adecco Ltd.
ANA Systems Co., Ltd.
ABeam Consulting Ltd.
EWEL, Inc.
ITOCHU Techno-Solutions Corporation
Ibaraki Hitachi Information Service Co., Ltd
INTELLIGENCE, LTD.
INFOCOM CORPORATION
INFORMATION DEVELOPMENT CO., LTD.
WENet Inc.
WILL Corporation.
Vinculum Japan Corporation
Uchida Human Development Co., LTD.
AGS Corporation
HTM Corporation
EXA CORPORATION
SAP Japan
SCSK Corporation
NEC Aerospace Systems, Ltd.
NEC Management Partner, Ltd.
NKSJ Systems, Inc.
NTT ADVANCED TECHNOLOGY CORPORATION.
NTT-ME CORPORATION
NTT Communications
NTT DATA CORPORATION
NTT DATA i CORPORATION
NTT DATA WAVE CORPORATION
NTT DATA CUSTOMER SERVICE CORPORATION
NTT DATA Global Solutions Corporation
NTT DATA FRONTIER CORPORATION
NTT DATA UNIVERSITY CORPORATION
NTT LEARNING SYSTEMS CORPORATION
MS & AD Systems Company, Limited.
MKI Technologies Co., Ltd.
OTSUKA CORPORATION
OBIC Co., LTD.
Optima Co., Ltd.
OMRON SOFTWARE Co., Ltd.
OMRON PERSONNEL SERVICE Co., LTD.
Kao Customer Marketing Corporation
Canon IT Solutions Inc.
Canon Software Inc.
Canon Business Support Inc.
Canon Marketing Japan Inc.
Kyoshin System Service Inc.
Kiyou Information System, Ltd.
KYOCERA MARUZEN System Integration Co., Ltd.
Kyoto Information Processing service co., ltd
QUALICA Inc.
CLIS Co., Ltd
KIT Systems Co., Ltd.
Kochi Computing Center Co., Ltd.
International Systems Development Co., Ltd.
COMTEC.
Computer City Corporation
Sakura Information Systems Co., Ltd.
CAC Corporation
JIEC Co., Ltd
JA-OSAKA DENSAN
JFE Systems, Inc.
JTB BENEFIT SERVICE, Inc.
JB Service Corporation
JBCC Corporation
JISC SOFT Co., Ltd.
System Brain Co., Ltd.
SHARP CORPORATION
JASTEC Co., Ltd.
JANOMECREDIA CO., LTD.
JAL Information Technology Co., Ltd.
Shochiku Co., Ltd.
Showa System Engineering Corporation
STAFF SERVICE
SECOM CO., Ltd.
Sojitz Systems Corporation
The Dai-ichi Life Information Systems Co., Ltd.
Daiwa Institute of Research Holdings Ltd.
DACS
CHUO SYSTEM CORPORATION
Chuo Mitsui Information Technology Co., Ltd.
T&D INFORMATION SYSTEM Ltd.
TG Information Network Co., Ltd.
DIVA CORPORATION
Imperial Hotel, Ltd.
DTS CORPORATION
TDC SOFTWARE ENGINEERING Inc.
DATALINKS CORPORATION
RAILWAY INFORMATION SYSTEMS CO., LTD.
TEPCO SYSTEMS CORPORATION
Deloitte Tohmatsu Consulting Co., Ltd.
The Japan Telecommunications Welfare Associations
Information Services International - Dentsu, Ltd.
Tempstaff Co., Ltd.
TOKYU COMMUNITY CORP.
TOSHIBA IT-SERVICE CORPORATION
TOSHIBA IS. CORPORATION
TOSHIBA INFORMATION SYSTEMS(JAPAN) CORPORATION
Toho System Science co., ltd.
TOYO Software Engineering
Toyo Business Engineering Corporation
DOCOMO Systems, Inc.
TOPPAN FORMS OPERATION CO., LTD.
TOYOTA ACCOUNTING SERVICE CO.
TOYOTSU SYSCOM CORPORATION
Nikkei Information systems Co., Ltd.
Nikko Systems Solutions, Ltd.
Nikko Business Systems Co., Ltd.
Nisshin IT Field Service Co., Ltd.
Nisshin Electronics Service Co., Ltd.
Nissay Computer co., LTD.
NISSAY INFORMATION TECHNOLOGY CO., LTD.
Nippon Steel Community Service Co., ltd
Oracle Corporation Japan
Nippon Computer Systems Corporation
NIPPON SYSTEMWARE CO., LTD.
Japan System Techniques Co., Ltd.
Nippon Information and Communication Corporation
The Japan Research Institute, Limited
JS Corporation
Japan Information Processing Service Co., Ltd.
Nihon Housing Co., Ltd.
Noevir Co., Ltd.
HIGHWAY TOLL SYSTEMS CO., LTD.
Pasona Inc.
Panasonic Solution Technologies Co., Ltd.
Panasonic Information Systems Co., Ltd.
HAMAGOMU AICOM INC.
Hitachi Information Academy Co., Ltd.
Hitachi Engineering Co., Ltd.
Hitachi Government & Public ector Systems, Ltd.
Hitachi Systems, Ltd.
Hitachi Systems Engineering Service, Ltd.
Hitachi Information & Control Solutions, Ltd.
Hitachi Institute of Management Development.
Hitachi Solutions, Ltd.
Hitachi Solutions Nexus, Ltd.
Hitachi high-tech solutions corporation
Hitachi Solutions East Japan, Ltd.
Hitachi Solutions Business, Ltd.
Hitachi Building Systems Co., Ltd.
Hitachi Management Partner, Corp.
Humanage, Inc.
Human Link Corporation
Fuji Xerox Co., Ltd.
Fuji Xerox Shutoken Co., Ltd.
Fuji Xerox Information Systems Co., Ltd.
FUJI XEROX LEARNING INSTITUTE INC.
FUJITSU FIP CORPORATION
FUJITSU FSAS INC.
Fujitsu Systems East Limited
FUJITSU SOCIAL SCIENCE LABORATORY LIMITED
FUJITSU BROAD SOLUTION & CONSULTING Inc.
Fujitsu Marketing Limited
FUJITSU MISSION CRITICAL SYSTEMS LTD.
FUJITSU UNIVERSITY
FUJITSU LEARNING MEDIA LIMITED
Future Architect, Inc.
Benefit One Inc.
THE MAINICHI NEWSPAPERS
Matsusaka Electric data processing Center
MARUBENI INFORMATION SYSTEMS CO., LTD.
Manpower Group Co., Ltd.
Mizuho Information & Research Institute, Inc.
MITSUI KNOWLEDGE INDUSTRY CO., LTD.
Mitsui Zosen Systems Research Inc.
Mitsui Fudosan Housing Service Co., Ltd.
Mitsui Fudosan Housing Lease Co., Ltd.
MITSUI FUDOSAN BUILDING MANAGEMENT CO., LTD.
Mitsui Fudosan Residential Service Co., Ltd.
MITSUBISHI ELECTRIC BUSINESS SYSTEMS CORPORATION
Mitsubishi Electric Micro-Computer Application Software Co., Ltd.
Mitsubishi UFJ Information Technology, Ltd.
MORI TRUST Co., Ltd.
USOL HOLDINGS Co., Ltd.
RECRUIT CO., LTD.
RECRUIT STAFFING CO., LTD.
RICOH HUMAN CREATES Co., Ltd.
RESORT SOLUTION CO., LTD.
RESORTTRUST.
WORKS SOLUTIONS

Public offices, etc.

AICHI PREFECTURAL FEDERATION OF SOCIETIES OF COMMERCE AND INDUSTRY
JAbank Aichi
Foundation of Saitama Prefecture
Oita City Government
Osaka Prefectural Government
Kanagawa Prefectural Housing Supply Corporation
Kanto Bureau of Economy, Trade and Industry
Kantoshinetsu Regional Taxation Bureau
Kyoto Federation of Societies of Commerce and Industry.
Financial Service Agency, Japan
Ministry of Economy, Trade and Industry
Chubu Bureau of Economy, Trade and Industry
National Police Academy
Metropolitan Police Department
NATIONAL TAX AGENCY, JAPAN
Ministry of Finance Japan
Shizuoka Federation of Societies of Commerce and Industry.
National Tax College
National Federation of Fisheries Co-operative Associations
JA-ZENCHU
ZEN-NOH
Ministry of Internal Affairs and Communications
Organization for Small & Medium Enterprises and Regional Innovation, JAPAN
Tokyo Regional Taxation Bureau
Urban Renaissance Agency
NARITA INTERNATIONAL AIRPORT CORPORATION
JAPAN EXTERNAL TRADE ORGANIZATION
JAPAN POSTAL GROUP UNION
HYOGO TAKKEN KYOKAI
Japan Ministry of Defense
JA Mie Shinren
City of Mito
Yokohama City Government
Yokohama District Public Prosecutors' Office

Accounting firms and audit corporations

KPMG AZSA LLC,
PricewaterhouseCoopers Aarata
Godoh Accounting Co., Ltd
BDO Sanyu & Co.
Ernst & Young ShinNihon LLC
CHUO RESEARCH INSTITUTE NAGOYA.
Deloitte Touche Tohmatsu LLC
Deloitte Tohmatsu Tax co.
MEINAN CONSULTING NETWORK

CORPORATE GOVERNANCE

It is our corporate principle to contribute to society through the fostering of professionals.
To this end, it is a prerequisite for TAC to consistently comply with social norms in order to deserve the confidence of customers, stockholders and society. TAC is actively involved in corporate governance and deems it a top management priority.

Compliance System

In December 2005, we set up a “Compliance Committee” and established the
“TAC Charter and Code of Conduct” which sets forth policies with which all board members and employees should comply.

TAC Charter and Code of Conduct

1. Customer Satisfaction	We accurately identify customers' needs as a way to enhance our educational contents. We respond to customers' demands promptly and with integrity in order to improve the quality of our service.
2. Compliance / Fair Competition	We comply with applicable laws and corporate ethics and aim at sound development of our business through pursuit of interests acquired through fair competition.
3. Public Disclosure	We make every effort to ensure relevant and reliable disclosure of our corporate information to enhance transparency.
4. Considerations of Environment	We take an active approach toward global environmental issues.
5. Respect for Human Rights	We maintain an organization where each individual can maximize his or her ability. We strive to maintain a proper working environment where each individual can be engaged in creative work. We promote the prevention of harassment and respect the dignity of individuals.
6. Social Contribution	We will be actively involved in activities that make a contribution to society and encourage our employees to participate in volunteer activities.
7. Sound Management	We recognize our responsibility as a member of society and promote transparent and sound business operations. All decisions are made based upon fairness.
8. Exclusion of Anti-social Forces	We are strongly determined to exclude anti-social forces and to avoid any such relationships.
9. Role of Board Members	TAC Board members will strive to keep employees informed of this Charter as well as actively promote the realization of its spirit. We will assume this role and ensure compliance with corporate ethics by listening to opinions inside and outside of the company.
10. Practice of Corporate Governance by Board Members	In case of non-compliance with this Charter, board members will solve problems by identifying their cause and implementing preventive measures. We will promptly disclose to the public accurate information and punish those involved in the noncompliance, if necessary.

Social Contribution of TAC

Accounting championship

TAC holds competitions for accounting skill twice a year (spring and autumn) in line with Bookkeeping exams. Test scores are rated and calculated on the same day and the prize is given to the national champion. It aims to enhance the accounting skill of high school and university students.

We believe that encouraging students to improve accounting literacy, which is an essential skill required for business people, will contribute to their awareness toward professions, resulting in sound development of Japanese companies and the economy as a whole.



CORPORATE OVERVIEW

March 31, 2014

Name of the corporation	TAC Co.,Ltd.
Listed market	Tokyo Stock Exchange 1st section (Securities code number: 4319)
Incorporation	December 1980
Head office	3-2-18 Misaki-cho, Chiyoda-ku, Tokyo 101-8383 TEL : 03-5276-8911
Capital	￥940.2 million
Turnover	￥20,526million (consolidated turnover for the fiscal year ending March 2014)
Affiliated companies	Domestic ■ TAC Sogo Kanri Co., Ltd ■ Online School Co., Ltd ■ LUAC., Ltd. ■ Waseda Management Publication Co., Ltd. ■ Profession Network Co., Ltd. ■ TAC Publication Sales Co., Ltd. ■ TAC Profession Bank Co., Ltd. Overseas ■ TAC INFORMATION TECHNOLOGY (DALIAN) CO., LTD. ■ Technological and Commercial Modern Education (DALIAN) Co., Ltd. ■ SKYARCH (DALIAN) CO., LTD.
Number of employees	Consolidated : 734 Non-consolidated : 680
Officers (as of June 25, 2014)	President and CEO Hiroaki Saito Executive Vice President Toshio Tada Senior Executive Director Atsushi Kondo Executive Director Fumihiko Kobatake Executive Director Koji Kanai Auditor Daijiro Hiraga Auditor Hironobu Fukuoka Outside Auditor Ken Haraguchi Outside Auditor Kotaro Niwa (Note) Independent board member filed with TSE
Correspondent banks	Bank of Tokyo-Mitsubishi UFJ, Chiba Bank, Mizuho Bank, Sumitomo Mitsui Banking Corporation, 77 Bank, Sumitomo Mitsui Trust Bank, Shiga Bank
URL	http://www.tac-school.co.jp/ e-mail:ir-info@tac-school.co.jp
Shareholder special benefit plan	10% discount coupon of tuition fee (list price), not applicable to sales of books, stationary. Discount special benefit plan coupon for shareholders are distributed to shareholders and deemed shareholders as of March 31 and September 30 biannually according to the criteria below:100 shares (1 unit) or more but below 1,000 shares : 1 coupon. 1,000 shares or more: 2 coupons.

＊Forward-looking statements
Statements in this corporate profile with respect to the Company's plans, forecasts and strategies that are not historical facts are forward-looking statements that are based on management's assumptions and beliefs based on information currently available. Accordingly, readers are asked to refrain from relying solely on these statements. Company's actual results may differ materially from any projections presented in this report due to various important factors. Factors that could cause actual results to differ materially from such statements include, without limitation, (1) qualifications covered by TAC, pass rates and employment situations of successful candidates, etc., (2) continuation /termination of and changes in governmental tuition assistance program, and (3) business results and beliefs affecting corporate training, human resources business, etc.

Opens the century of knowledge.

"Opens the century of knowledge" means that TAC is pioneering a knowledge-based society in Japan. The company logo incorporates a tree growing higher and higher. The shape of the tree indicates the strength of life going upwards. Strong trees grow strong roots. We will set great targets and grow deep roots. The tree is singing a song of freedom, happiness and life all in perfect harmony.
Red is the color of the beginning of life and indicates the beginning of growth. Newborn babies and shoots of trees are red. Red also suggests strength and passion. The corporate color of TAC is red to present the image of growth, passion and strength.