

# Guidance on the shareholder incentive system

We have decided to begin a shareholder incentive program from the current fiscal year.

To eligible shareholders, we will give out points that can be used in the “Crank-In! video” service.

## クランクイン!ビデオ

Please receive shareholder incentive points from the following website via a personal computer or a smartphone.



QR code



URL : <https://video.crank-in.net/shareholder>

For eligible shareholders, we enclosed a Guide to Shareholder Incentives. For details, please see the Guide.

### Eligible shareholders

All shareholders registered or recorded as holding 1,000 shares (10 units) or more in the Company's shareholders' register as of March 31 every year.

### Timing of the grant

We plan to mail a “Guide to Shareholder Incentives” once a year to eligible shareholders after the conclusion of the ordinary general meeting of shareholders.

### Content of shareholder incentives

		Shareholding duration	
		Less than 1 year	1 year or more *1
Number of shares held	1,000 to 4,999 shares	1,000 points	1,500 points
	5,000 shares or more	4,000 points	6,000 points

\*1. Shareholders who are registered in the Company's shareholders' register as of March 31 every year and also recorded as holding either 1,000 shares or more, or 5,000 shares or more under an identical shareholder number in the Company's shareholders' register consecutively as of both March 31 and September 30 of the preceding year.

\*2. Shareholders who wish to use the shareholder incentive points must register with “Crank-In! video” as members.



## Broadmedia

## Introduction to the Corporate Site

Updated regularly with the latest news, as well as press releases and investor relations information. Links to individual and corporate services, as well as group company sites, will help you find the information you need quickly. Please make use of our website as your resource.

<http://www.broadmedia.co.jp/>

Broadmedia

検索



**For better convenience. Our website is now available on your smartphone.**

The Company's website can be browsed from smartphones and tablets, enabling access to the Company's information on the go.



## CONTENTS

- 01 Broadmedia's Strengths
- 02 Top Management Interview
- 07 Topics
- 09 Financial Results by Segment
- 11 Consolidated Financial Review
- 13 Company Information
- 14 Stock Information

**Broadmedia Corporation**

Securities Code: 4347



**Broadmedia Corporation**

Aoyama Tower Place 6F, 8-4-14 Akasaka, Minato-ku, Tokyo 107-0052, Japan

# 01 Broadmedia's Strengths

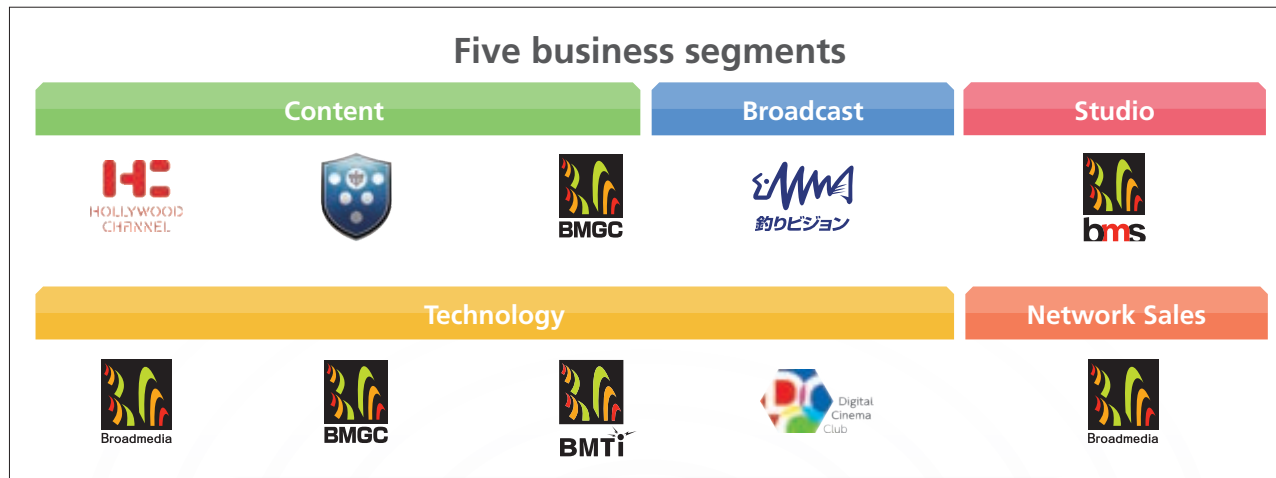
"Content procurement capabilities"



"Technology for stable, high quality distribution of content"

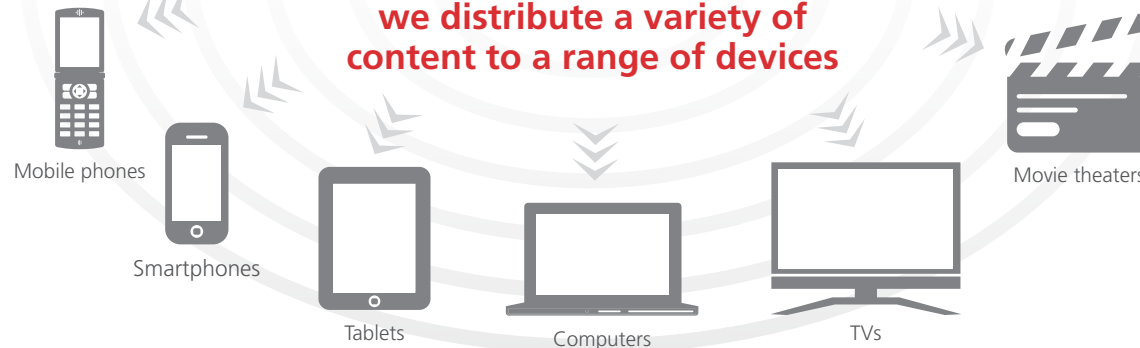
**Our strength lies in originality that combines both content procurement and distribution technology**

Through tight-knit collaboration and mutual cooperation among the five business segments below, we put our corporate philosophy of "aiming to contribute to the development of a more affluent community through the dissemination of high quality products and services that are derived from creativity" into practice.



Services for Individuals / Services for Businesses

**In combination with our unique technology, we distribute a variety of content to a range of devices**



# 02 Top Management Interview

**We will work on achieving both short-term profitability on the bottom line and mid- to long-term growth.**



Taro Hashimoto, CEO

**Q>> Please tell us about the financial results for the current fiscal year.**

The fiscal year ended March 31, 2017 was a favorable year in which we steadily progressed while maintaining recovery in performance. With the cooperation of stakeholders, revenue increased in all the segments and operating income turned profitable in all the segments

except the "Content" segment, improving from the previous fiscal year. Although operating loss in the "Content" segment increased due to the consolidation of the cloud gaming business into our subsidiary, a decrease in equity method impairment loss decreased and overall operating income for the Group increased by reorganizing G-cluster Global Corporation, our former equity method affiliate. As a result, ordinary income

turned positive as planned at the beginning of the fiscal year.

Meanwhile, the current fiscal year was also a year in which we carried out a substantial number of measures both systematically and structurally with an eye to reconciling short-term goals and mid- to long-term goals, as a result of various examinations over time. Ultimately, financial result forecasts are achieved by setting annual targets and steadily meeting them, but short-term goals and mid- to long-term goals may conflict with each other due to difference in nature. Future goals cannot always be achieved simply by accomplishing immediate targets every year. To conduct business aiming for sustainable growth, anticipatory expenses and upfront investment are indispensable, which may put pressure on short-term financial results.

Accordingly, management is constantly held responsible for proper execution of measures toward mid- to long-term growth, while meeting targets to reap profits continually. Without a robust framework to promote such efforts, a short-term recovery in performance may end up a one-off success. In this context, I believe we were able to build a framework for the entire Group in the fiscal year ended March 31, 2017.

Especially, for the cloud gaming business, we started the operation of Broadmedia GC Corporation on July 1 exactly a year ago, focusing all our efforts throughout the year on becoming profitable at an early stage by way of taking 100% control of its management, limiting risks and without inhibiting technological evolution. Although we are only half way through, tireless efforts are being made in a completely different business format that will not require huge anticipatory expenses and upfront investment.

**Q>> Please tell us about your mid- to long-term goals and future business development.**

The fiscal year ending March 31, 2018 will still be on the road to recovery with respect to financial results. As a short-term goal, we aim to increase operating income and ordinary income as well as steadily achieve profitability on the bottom line. As a mid- to long-term goal, scaling up the cloud gaming business is one of the basic frameworks. In addition to that, the next fiscal year is a period in which our initiatives to date are expected to yield results in several of our most unique businesses. I would like to make it a year that will see them firmly bear fruit.

**Education business and Technology segment**

Aim for significant growth in FY2018 onwards

**“Education”**

- Develop and provide new curriculums and learning materials
- New partnering strategy

**“Technology”**

- Expand and enhance distribution (for movie theaters and other businesses)
- Increase number of technical staff and their empowerment  
→ Aim to expand profit from FY2017 through FY2018

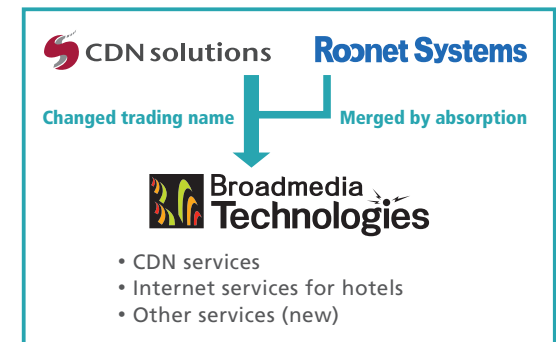
To that end, improve management efficiency and build a structure for a big leap

Specifically, I am focusing on two businesses. The first one is Technology. We had CDN Solutions K.K., our Group subsidiary, merge with Roonet Systems Co., Ltd. by absorption, and changed its trading name to Broadmedia Technologies Co., Ltd. Through raising management efficiency and consolidating technical resources, we aim to expand business domains building on the current profitability from 2017 through 2018, by enhancing the distribution service (for movie theaters and other businesses) using a more

**Merged two wholly-owned subsidiaries in June 2017 and changed its trading name to Broadmedia Technologies Co., Ltd.**

We had CDN Solutions K.K. (CDNS) and Roonet Systems Co., Ltd., our wholly-owned subsidiaries, merge by absorption with CDNS as the surviving company and changed its trading name to Broadmedia Technologies Co., Ltd.

The purpose of the merger was to strengthen the Group’s management structure and further accelerate the growth in the “Technology” segment. By consolidating technical resources, we will work to improve profitability.



**Bolster our technical personnel to further expand service areas**

**Strengthen management structure and work to improve profitability**

**Education business**

Made Renaissance Academy Corporation into a wholly-owned subsidiary in March 2017 through additional acquisition of its shares

**Aim to speed up decision-making and expect financial benefits**

- Financial results of the company will not be reduced by amounts attributable to non-controlling shareholders
- Consolidated taxation will be applied to the company, which will benefit the Group taxwise

**Expected to contribute to the bottom line on a consolidated basis in FY2017 onwards**

advanced and integrated distribution platform technology, which was one of our mid- to long-term goals a demi-decade ago.

Our other focus is education. In conducting business as a Group, the Company previously had G-cluster Global Corporation as an affiliate, however, upon reflection, in terms of management decision making ability, an equity method affiliate is not enough to overcome a difficult phase. For this reason, in order to strengthen the Group's management structure and build a framework for a big leap, we made Renaissance Academy Corporation, another affiliate of the Company,

**Develop new curriculums and programs**

- Promote programming education
- One-on-one lesson program (adaptive learning) utilizing AI
- Japanese language education

**Challenge for a new form of education and creation of more profit-earning opportunities**

into a wholly-owned subsidiary. With a plan to develop new curriculums and programs, we will nurture businesses under the keywords of programming training, one-on-one lesson programs (adaptive learning) utilizing AI (artificial intelligence), and Japanese language education.

Both of these focuses, which were the mid- to long-term goals we have set several years ago, are now about to materialize as short-term goals. In other words, even without simply pursuing scale, I believe we can boost income by developing new technology and education businesses that pursue low risks and medium returns. On that basis, once

we seize the opportunities, we can quickly accelerate growth.

The fundamental goal of the Company over a short term is becoming profitable in terms of our bottom line, and in parallel with that, we are nurturing multiple businesses with growth potential across the entire Group with a view to continuing efforts toward a mid- to long-term goal.

**Q>> Please give a message to the shareholders.**

In the next fiscal year, we aim to reach 1.40 billion yen in revenue, a record high since listing, as well

as to achieve profitability in terms of bottom line by steadily recovering the profit level. In addition, by stably accumulating net profit, we will work to provide a return to the shareholders as soon as possible. At the same time, in addition to the cloud gaming business, we will take advantage of opportunities in the technology and education businesses we have nurtured over time to drive further growth.

I would be most grateful to our shareholders for their continuing support.

**Consolidated financial results forecast for the fiscal year ending March 31, 2018**

(Unit: millions of yen)	FY2016 results	FY2017 full-year forecast
<b>Revenue</b>	<b>13,158</b>	<b>14,000</b>
<b>Operating income</b>	<b>187</b>	<b>250</b>
<b>Ordinary income</b>	<b>134</b>	<b>200</b>
<b>Net income</b>	<b>(350)</b>	<b>50</b>

← **Record high since listing**

← **33% growth**

← **49% growth**

← **Turning profitable**

**In FY2016, profitability was achieved in operating income and ordinary income.**

**In FY2017, we aim to achieve profitability on the bottom line.**

### Launched “G-cluster for LEONET,” a cloud gaming service on “Life Stick” provided exclusively for Leopalace21 tenants

In June, Broadmedia GC Corporation began to provide “G-cluster for LEONET,” a cloud gaming service provided exclusively on “Life Stick,” the dedicated device for using LEONET\*, the internet service that Leopalace21 Corporation provides to its tenants.

“G-cluster for LEONET” has been pre-installed on “Life Stick,” enabling users to enjoy the service easily on television sets in about 550,000 rental properties of Leopalace21 all over Japan.



\* LEONET is a dedicated internet service for rental properties of Leopalace21, which began to be provided in 2002. In addition to internet service, it provides video on demand, CS channels, a shopping service, digital books and other services. Final Fantasy is a trademark or registered trademark of Square Enix Holdings Co., Ltd. in Japan and other countries. ©2013, 2015 SQUARE ENIX CO., LTD. All Rights Reserved. CHARACTER DESIGN: TETSUYA NOMURA

### Started provision of “G-cluster” cloud gaming app for Sony’s Android TV™, BRAVIA®

We started provision of “G-cluster,” an app for using cloud gaming service, on Sony’s Android TV™, BRAVIA®, in April.

Concurrently, distribution of the cloud gaming app of “FINAL FANTASY® XIII,” the popular series by SQUARE ENIX CO., LTD., has begun for Sony’s Android TV™, BRAVIA®.



Started distribution of “FINAL FANTASY® XIII” gaming app

FINAL FANTASY is a trademark or registered trademark of Square Enix Holdings Co., Ltd. in Japan and other countries. © 2009, 2010, 2014 SQUARE ENIX CO., LTD. All Rights Reserved. CHARACTER DESIGN: TETSUYA NOMURA / © Playrix Entertainment. / © Broadmedia GC Corporation. / ©R-Type Leo is under licence from Irem Software Engineering Inc. / © Awem Studio. / © BulkyPix. / © 2014 HALlo,World! All Rights Reserved. / © 2002-2014 FreshGames, LLC / © Green Solutions / © Konami Digital Entertainment / © 2012 Active Zone Group. / © SilverStar Japan / © 2007-2011 SlimDX Group © 2009-2013 ZOO Corporation / © KatGames is a trademark of Katana Games S.L. / © Digital Chocolate, Inc. / © BulkyPix. / © Alawar Entertainment, Inc / © MumboJumbo, Inc. All rights reserved. / © Awem Studio. / Sony and BRAVIA are registered trademarks of Sony Corporation.

### The multi-device video distribution service, “Crank-In! video,” launched services for “Lawticke HMV Premium”

HOLLYWOOD CHANNEL INC. launched the multi-device video distribution service, “Crank-In! video” in March, for “Lawticke HMV Premium” Service from Lawson HMV Entertainment, Inc., which sells entertainment tickets and music software.

Any member of this service can watch newly released movies and overseas dramas, etc. by using 600 yen worth of points every month.



#### クラシックイン!ビデオ

- Watch new movies, animation and dramas. Watch movies using 600 yen points every month!
- Read as many selected magazines as you like! More than 600 magazines, such as fashion, travel and personal interests
- Receive 500 yen coupons every month! Receive coupons to buy CDs, DVDs and books!
- Premium advanced lottery tickets Your probability of successfully winning the pre-request lottery increases automatically!

### Made Japanese Language Center K.K. into a wholly-owned subsidiary

Renaissance Academy Corporation acquired all shares of Japanese Language Center K.K. on May 31, 2017 and made it a wholly-owned subsidiary.

Japanese Language Center K.K. has been noted for its unique method of education. It enables students to acquire practical Japanese proficiency in a quarter of the time it takes compared to conventional methods. It is trusted by many major enterprises to provide Japanese language training to their non-Japanese employees. In addition, the company operates training courses intended for people who aim to be Japanese language teachers.

The acquisition of 100% ownership of the company has enabled Renaissance High School to open its door to people residing overseas. In addition, the availability of online education makes it possible to expand the customer base of Japanese language training and Japanese language teacher training courses, which are the strengths of Japanese Language Center.

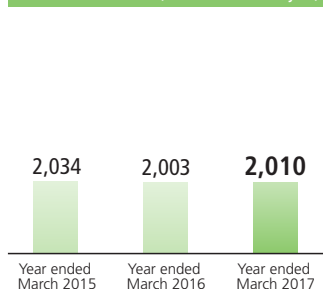
# 09 Financial Results by Segment

## Content

Revenue  
2,010 million yen  
(up 0.4% YOY)

Operating income  
(220) million yen  
(Operating loss of 116 million yen in the previous fiscal year)

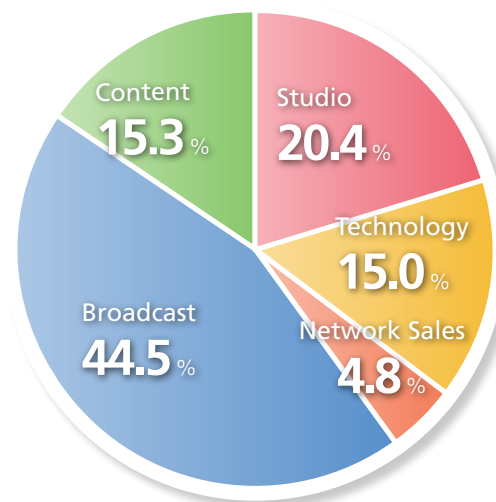
Revenue Trend (Unit: millions of yen)



**Business and Service**  
Cloud gaming service / Digital media service / Education service

In the cloud gaming business, although revenue from gaming service and technology licenses increased, costs increased in line with the restructuring of the business. In the digital media (VOD) service, revenue grew and losses decreased. In addition, in the education service business, although the volume of digital learning materials sold decreased, the number of students enrolled increased and profitability was maintained.

Total Revenue  
**13,158** million yen

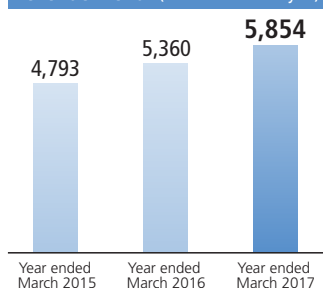


## Broadcast

Revenue  
5,854 million yen  
(up 9.2% YOY)

Operating income  
312 million yen  
(Operating income of 330 million yen in the previous fiscal year)

Revenue Trend (Unit: millions of yen)



**Business and Service**  
Fishing channel

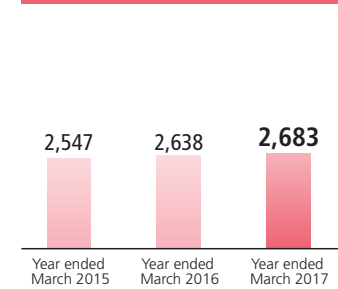
While income from the production business (income from non-broadcast service) with high cost ratio increased, income from certain subscription fees decreased. As a result, although revenue for the segment rose, operating income decreased slightly compared to the previous fiscal year.

## Revenue

2,683 million yen  
(up 1.7% YOY)

Operating income  
173 million yen  
(Operating income of 47 million yen in the previous fiscal year)

Revenue Trend (Unit: millions of yen)



## Business and Service

Production business / Program sales business / Film distribution business

Both the production business and the program sales business showed a steady performance in orders received. In addition, the film "Setoutsumi" produced and distributed by the film distribution business contributed to revenue on a full-year basis. Moreover, thanks to efforts to reduce fixed cost, revenue and income increased in this segment.

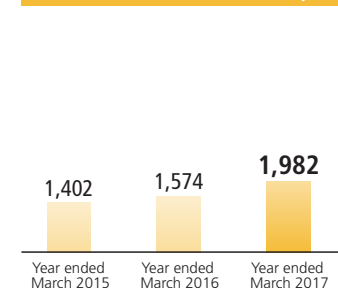
## Technology

## Revenue

1,982 million yen  
(up 25.9% YOY)

Operating income  
341 million yen  
(Operating income of 240 million yen in the previous fiscal year)

Revenue Trend (Unit: millions of yen)



## Business and Service

CDN service / Digital cinema service / Other service

Revenue from the CDN service and digital cinema service showed a steady performance and there was growth in the provision of internet services for hotels. In addition, the impairment of leased assets of the digital cinema service was recognized in the previous fiscal year, and cost of goods sold decreased. Due to the effects of these and other factors, revenue and income increased in this segment.

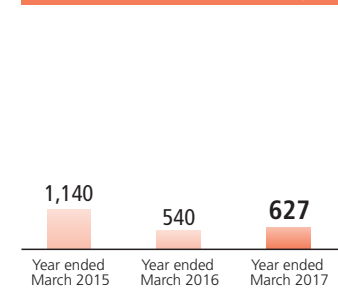
## Network Sales

## Revenue

627 million yen  
(up 16.1% YOY)

Operating income  
10 million yen  
(Operating loss of 13 million yen in the previous fiscal year)

Revenue Trend (Unit: millions of yen)



## Business and Service

ISP service sales / Handling of mobile phone service / Broadband line sales

While ISP service sales decreased, sales of SoftBank Hikari, a high speed internet plan, steadily grew. Selling, general and administrative expenses were curtailed and profitability was achieved in terms of operating income.

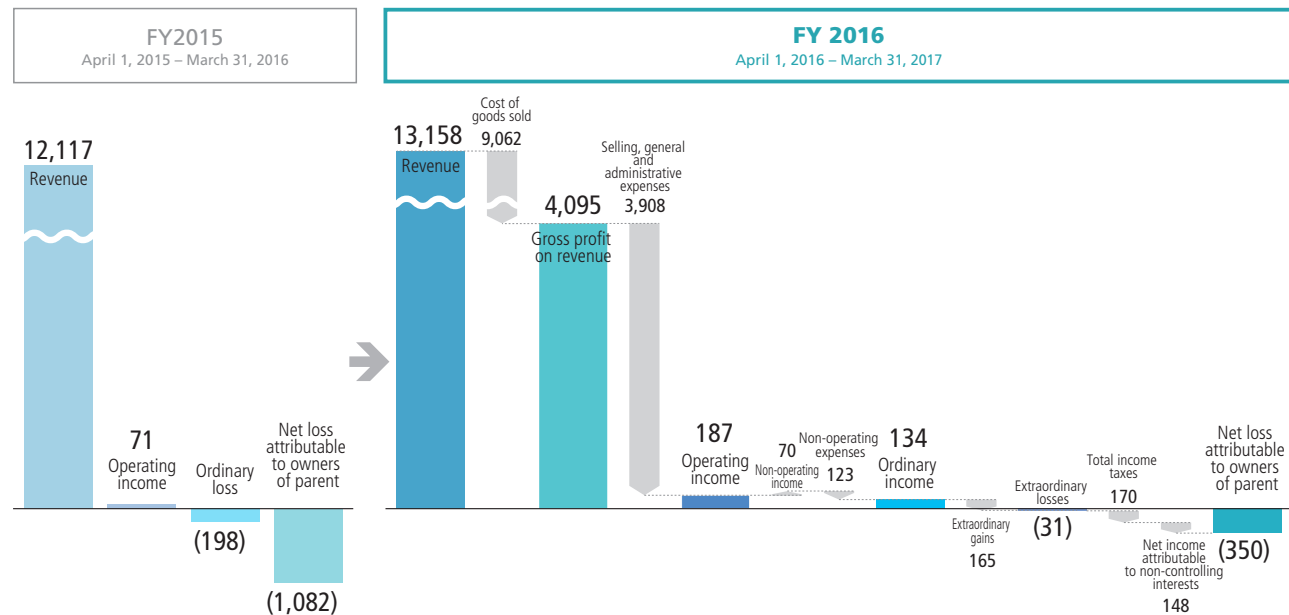
\*Values after changes in the segments

In order to disclose information regarding income and losses in the business segments more clearly, expenses, income and losses related to the administrative division have been classified under company-wide expenses starting from the first quarter of the current fiscal year. Please note that revenue is not affected by this change.

# Consolidated Financial Review

## Operating Results

(Unit: millions of yen)



### Guidance on our site "IR" (Investor Information)

Please visit our "IR" site to see the most recent financial results, information on shares and shareholder incentives, and more.

[Information disclosed on the site]

Consolidated financial results, annual securities reports (yukashoken hokokusho), business reports, notices of general meetings of shareholders, electronic notices, etc.

<http://www.broadmedia.co.jp/ir/>



### Revenue

Revenue increased in all the segments.

### Operating income / Ordinary income

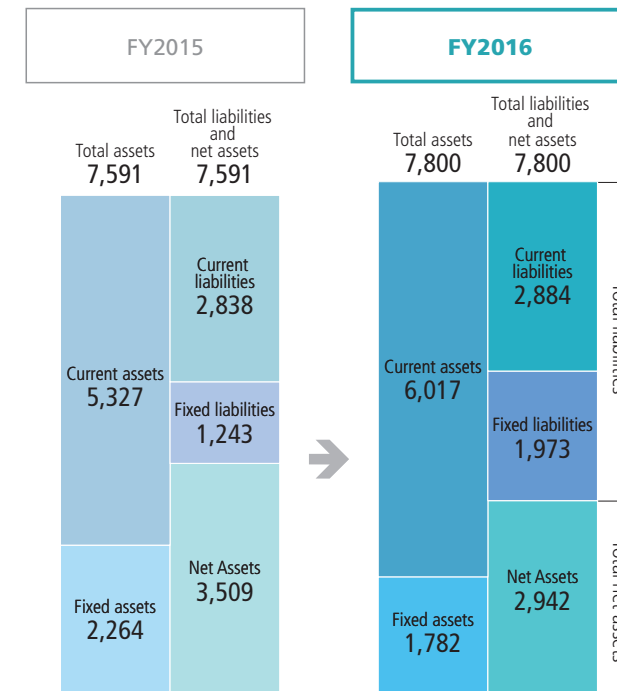
Operating income increased by 2.5 times compared to the previous fiscal year as income increased in "Studio," "Technology" and "Network Sales," despite the decreased income of "Content." Similarly, profitability was achieved in terms of ordinary income, owing mainly to lower equity in losses of affiliates, in addition to increased operating income.

### Net loss attributable to owners of parent

Although tax expenses of subsidiaries and net income attributable to non-controlling interests were recorded, loss decreased substantially due to the recording of lower impairment loss, etc.

## Financial Position

(Unit: millions of yen)



### Total assets

Total assets increased by 3% compared to the end of the previous fiscal year. This was mainly due to factors including an increase in cash and deposits owing to the issuance of new shares and convertible bonds, while recognizing impairment of business assets, etc. and decreased program rights.

### Total liabilities

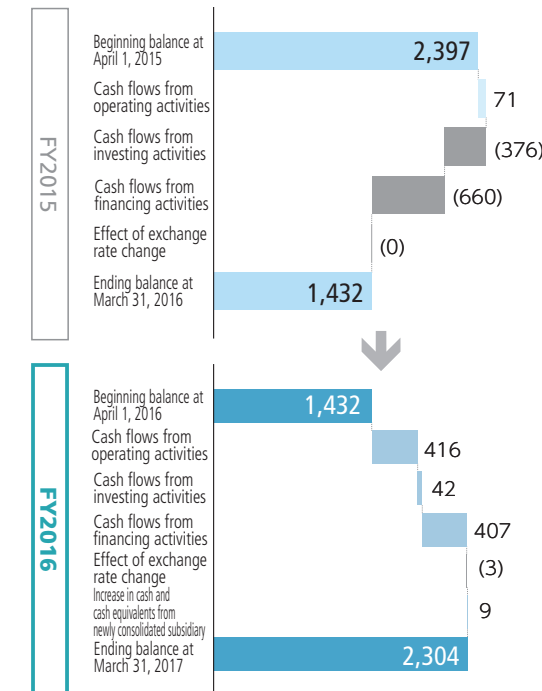
Total liabilities increased by 19% compared to the end of the previous fiscal year, due to factors including increases in short-term loans payable and advances received and the issuance of convertible bonds, despite decreases in accounts payable-trade and long-term lease obligations.

### Total net assets

Total net assets declined by 16% compared to the end of the previous fiscal year, due to a decrease in capital surplus stemming from an additional acquisition of shares of a subsidiary and the posting of net loss attributable to owners of parent, although capital stock increased owing to the issuance of new shares and the exercise of convertible bonds. As a result, the equity ratio stood at 25.1%.

## Cash Flows

(Unit: millions of yen)



### Cash flows from operating activities

Net cash provided by operating activities was 416 million yen, due to factors including an increase in advances received, in addition to a decrease in inventory, which offset a decrease in notes and accounts payable-trade.

### Cash flows from investing activities

Net cash provided by investing activities was 42 million yen, due to factors including the collection of investments in capital and repayments of guarantee deposits, despite the acquisition of assets in line with the consolidation of the cloud gaming business.

### Cash flows from financing activities

Net cash provided by financing activities was 407 million yen, mainly because of borrowings and proceeds from the issuance of new shares and convertible bonds, which offset the repayments of lease obligations and additional acquisition of shares of a subsidiary.

# Company Information

As of March 31, 2017

## Company Profile

Company Name	Broadmedia Corporation
Established	September 5, 1996
Paid-in Capital	2,969,996 (thousands of yen)
Employees	34 (consolidated: 399)
URL	<a href="http://www.broadmedia.co.jp/">http://www.broadmedia.co.jp/</a>

## Group companies



### Fishing Vision Co., Ltd.

<http://www.fishing-v.jp/>

Produces the program dedicated to fishing, "Fishing Vision," and distributes programs for BS broadcasting, SKY PerfecTV! Premium Service, cable TV and others.

Established March 1998  
Location Shinjuku-ku, Tokyo



### Renaissance Academy Corporation

<http://www.renaissance-academy.co.jp/>

Operates three online high schools in the "Renaissance High School Group" where students can learn via smartphones, tablets, and personal computers. Coinciding with the 10th anniversary, the number of alumni has exceeded 10,000. Education content is continuously evolving to achieve further development as an innovator of online high schools.

Established October 2005  
Location Minato-ku, Tokyo



### HOLLYWOOD CHANNEL INC.

<http://www.hollywood-ch.com/company>

Distributes video, mainly new foreign and Japanese films and dramas, for TVs, personal computers, smartphones, and tablets. Also, distributes entertainment news, provides promotional services, and undertakes production of official websites with focus on movies and dramas.

Established April 2003  
Location Chuo-ku, Tokyo



### Broadmedia GC Corporation

(formerly Clarinet Corporation)

<http://www.broadmediagc.co.jp/>

Proposes technological systems, content and business models suitable for cloud gaming.

Established September 2004  
Location Minato-ku, Tokyo

## Executive Directors and Auditors

As of June 23, 2017

CEO	Taro Hashimoto	Auditor (full-time)	Shunichi Furuya
Executive Director	Yasutaka Shimamura	Auditor	Kenji Kitatani
Executive Director	Toshihito Kubo	Auditor	Jyunko Sato
Executive Director	Hideaki Oshio	Auditor	Jun Yamada
Executive Director (part-time)	Ryo Arisawa		
Executive Director (part-time)	Takayoshi Momoi		
Director	Nobuhiko Seki		

\*Nobuhiko Seki is an outside director.  
\*Shunichi Furuya, Kenji Kitatani, Jyunko Sato, and Jun Yamada are outside auditors.

As of June 23, 2017



### Broadmedia Studios Corporation

<http://www.bmstd.com/>

Sales of TV broadcast rights of foreign films and dramas, production of Japanese-language versions of foreign films and dramas (subtitles, dubbing), and theatrical distribution and promotion of foreign films, sales and promotion of DVD videos, etc.

Established August 2000  
Location Chuo-ku, Tokyo



### Digital Cinema Club, Inc.

<http://www.dcinema.jp/>

Offers VPF services for film distributors and theaters promoting installation of digital equipment in movie theaters.

Established April 2010  
Location Minato-ku, Tokyo



### Broadmedia Technologies Co., Ltd.

<http://www.bmtech.co.jp/>

CDN Solutions K.K. (CDNS) and Roonet Systems Co., Ltd., our Group subsidiaries, were merged by absorption with CDNS as the surviving company in June 2017 and changed its trading name. It will aim to offer new IT services, in addition to the provision of CDN service, security service and internet services for hotels.

Established April 2001  
Location Chiyoda-ku, Tokyo

# Stock Information

As of March 31, 2017

## Stock Information

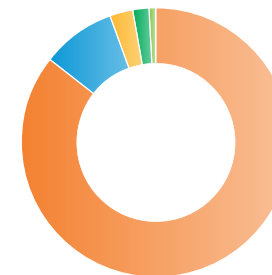
Number of shares authorized	128,000,000 shares
Number of shares issued*	69,861,611 shares
Number of shareholders	13,568

\* The total number of shares issued includes treasury stock (1,157,332 shares).

## Distribution of Shareholders

	Number of shares held (thousands)	Shareholding ratio (%)
Individuals and others*	59,912	85.76
Japanese securities companies	6,139	8.79
Other Japanese institutions	1,999	2.86
Overseas institutions	1,281	1.84
Japanese financial institutions	527	0.75

\* The shareholding ratio for major shareholders is calculated excluding treasury stock.



## Shareholders' Memo

Fiscal year April 1 to March 31 (every year)

Ordinary general meeting of shareholders June every year

Record date for year-end dividend March 31

Record date for interim dividend September 30

Stock exchange listings Tokyo Stock Exchange, JASDAQ Standard

Method for public notice Electronic public notice (posted on the Company's website) <http://www.broadmedia.co.jp/>  
When notifications are unable to be made due to unavoidable reasons, notifications will be posted in The Nikkei.

Transfer agent Mizuho Trust & Banking Co., Ltd. 1-2-1 Yaesu, Chuo-ku, Tokyo

	If you have an account at a securities company	If you do not have an account at a securities company (In the case of a special account)
Mailing Address	Securities company which you have dealings with.	2-8-4 Izumi, Suginami-ku, Tokyo 168-8507 Mizuho Trust & Banking Co., Ltd. Stock Transfer Agency Department
Inquiry by Telephone		0120-288-324 Toll-free in Japan (Office hours: from 9:00 am to 5:00 pm, every day except Saturdays, Sundays and public holidays)
Agencies for procedures such as change of address, change of method for receiving dividends, etc.		The head office or all branches nationwide of Mizuho Securities Co., Ltd. The same services are available at the Planet Booth (placed within a Mizuho Bank office).  The head office or all branches nationwide of Mizuho Trust & Banking Co., Ltd. * These services are not available at the Trust Lounge of the bank.
Payment of dividends unclaimed	Head office and all branches nationwide of Mizuho Trust & Banking Co., Ltd. (*) and Mizuho Bank, Ltd. (Mizuho Securities Co., Ltd. will provide transfer services only.) * These services are not available at the Trust Lounge of the bank.	
Notice	For issuance of a payment statement, please use the mailing address, the contact for inquiry by telephone, or agencies for various procedures for "In the case of a special account" stated in the column on the right.	Shares registered with our special accounts cannot be traded, except for the purpose of selling your less-than-one-unit shares or buying additional shares to reach the number of shares per unit. For other share transaction, the shares in the special account need to be transferred to an account opened in a securities company.